THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

1878—FOR 50 YEARS THE CANNED FOODS AUTHORITY—1929

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Prepare for the new legislation

ONCE the food is in the can it will be too late to change the results of your labor. And if the pending legislation is passed, no packer would want to have even a fraction of his pack with "inferior quality" displayed on the label.

After consultation with you—after studying the scientific knowledge you have—the Government will say: "Here is the line, and above that line any canned food is all right. But if you go below that line, through mistake or carelessness, it is only fair to tell the public so."

In this enlightened day, there is no reason why any canner should go below that line. If he does not know how to pack good canned foods, he can easily learn. The Department of Agriculture, the National Canners' Association and the American Can Company offer every cooperation to help packers produce quality canned foods.

We urge canners to reflect now—before the pack is canned. Let us prepare for the pending legislation—let us work for its fulfillment. The honesty of the proposed regulation points the way to a great future for us all.

AMERICAN CAN COMPANY

CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE

METAL SIGNS AND DISPLAY FIXTURES

CANCO

NEW YORK
New York Central Building

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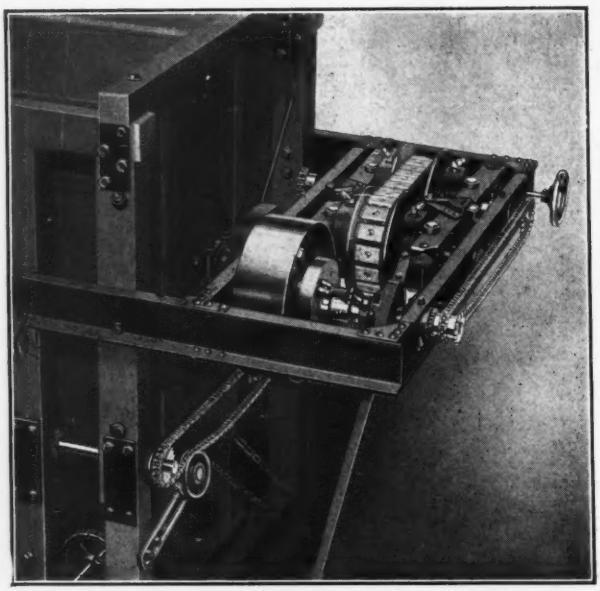
104 So. Michigan Avenue

SAN FRANCISCO—111 Sutter Street



1928 Model Viner

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to REEL thru roller chain and live travellers mounted on TIMKEN BEARING SHAFTS.

VARIABLE speed drive to BEATER CYLINDER ONLY

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Inc.
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MANUFACTURERS OF

Green Bean Graders
Green Bean Cleaners
Conveyors

Can Markers
Lift Trucks

Green Pea Viners
Green Pea Feeders
Green Bean Snippers

SPECIAL MACHINERY BUILT TO ORDER.

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Ogden, Utah

BROWN BOGGS FOUNDRY & MCH. CO., Ltd.
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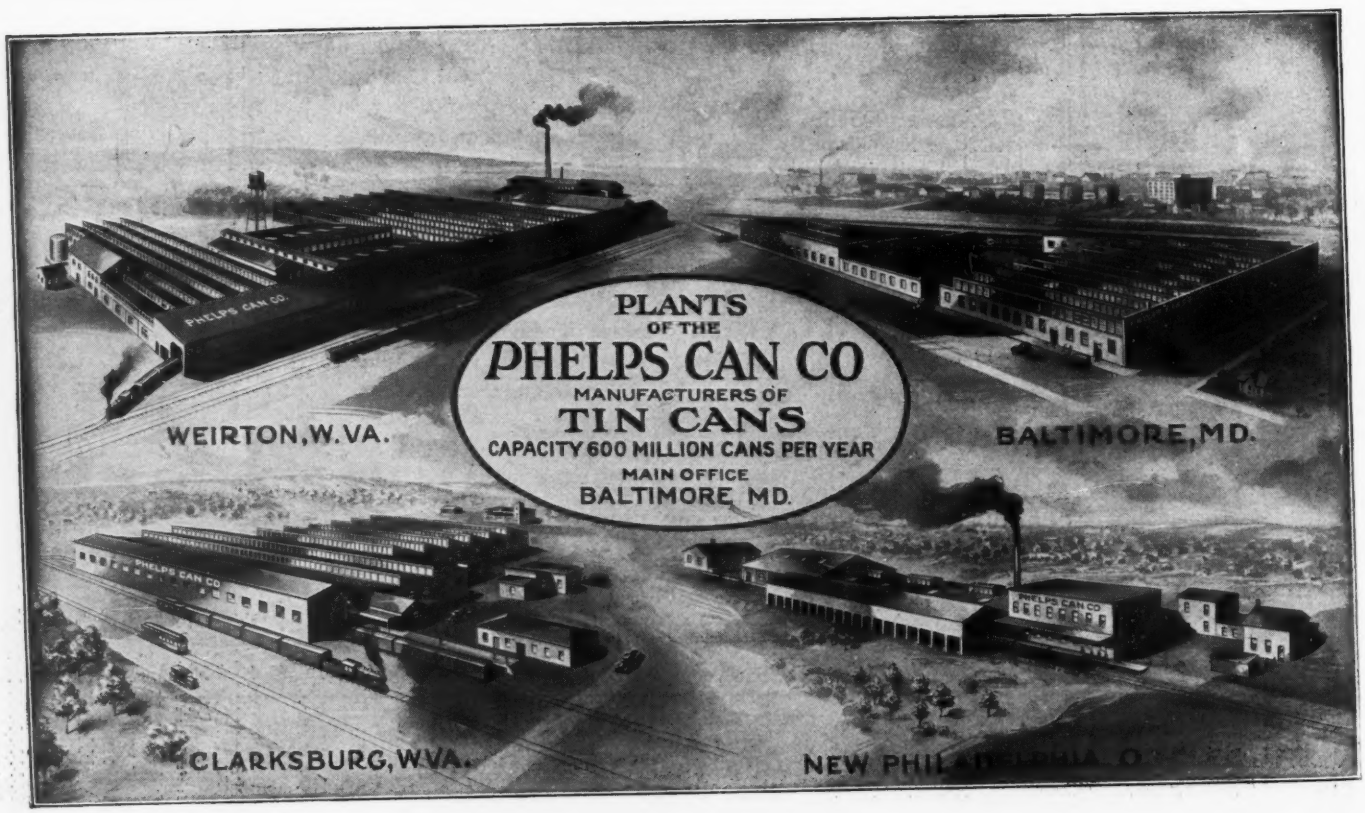
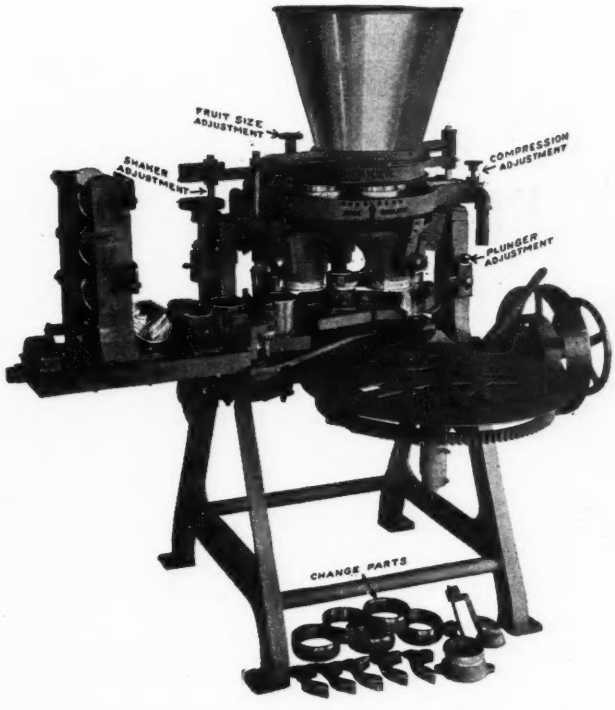


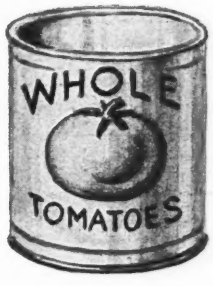
WHAT'S NEW?—

—AYARS FILLER

FOR CUT STRING BEANS



FOR TOMATOES



This filler is the result of years of experience. Was used in many Canneries East, South and West.

RESULT
Ordering More Fillers.

NEW SHAKER
FRUIT ADJUSTING PLATE
COMPRESSION ADJUSTMENT
JUICE REGULATOR
SHORT FUNNELS WITH BEAN EXTENSION

Remarks—**Maryland Packers Say "Best Filler for tomatoes I ever used."**
New York Packers Say "For String Beans it is perfect."

Write for Prices and Circular

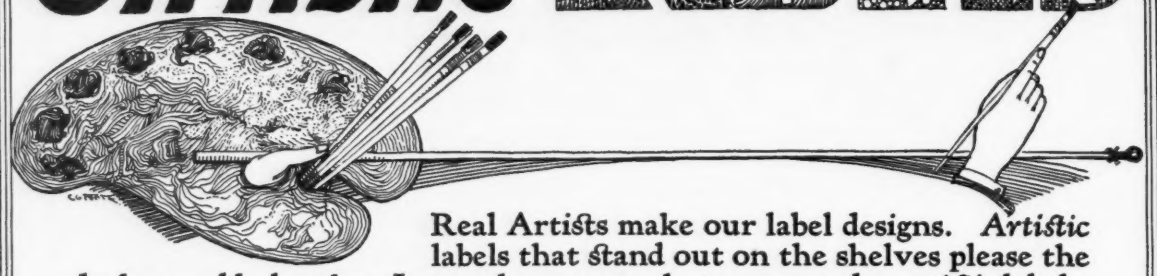
Manufacturers of

Beet Topper	Beet Slicer	Tomato Trimmer & Scalder	Rotary Syruper
Beet Grader	Process Clock	Hot Water Exhauster	Pea & Bean Fillers
Beet Slitter	Corn & Milk Shakers	Cooker	Angle Hanger
Beet Quarterer	Tomato Washer	Liquid Plunger Filler	Can Sterilizer
Beet Peeler	Tomato Corer	Can Cleaner	Friction Clutch

AYARS MACHINE COMPANY

Salem, New Jersey

Artistic LABELS



Real Artists make our label designs. *Artistic* labels that stand out on the shelves please the dealers and help sales. Let us show you what we mean by *artistic* labels. "U. S." Labels speed up production because they work right on automatic labelers.

BRAND NAMES

It is unsafe to adopt a new brand without first making a thorough investigation to ascertain whether or not the name is already in use.

We maintain at our Cincinnati factory a Bureau of Trade Marks where information regarding brand names—both registered and unregistered—may be had without charge.

The United States Printing & Lithograph Co.

CINCINNATI 55 Beech St. | BROOKLYN 98 N. 3rd St. | BALTIMORE 439 Cross St.

COLOR PRINTING HEADQUARTERS

A ROGERS CONTRACT

is Your Best

"Seed Insurance"

WE GROW IN 9 STATES TO MINIMIZE THE CROP RISK

BREEDING GROUNDS IN IDAHO DRY CLIMATE—HEALTHY STOCKS

"Blood Tells"

PEAS—BEANS

ROGERS BROS. SEED CO.
BREEDERS and GROWERS
CHICAGO, ILL.

SWEET CORN

THE ELYN BRAND OF TINPLATES

EMBODIES ALL THE QUALITIES THAT CONSUMERS DEMAND

Every box shipped contains Tinplates of uniform quality, flat, clean, square, evenly coated and of steel made especially to our specification

---

Inspection of manufacture always welcome — and suggestions from customers heartily invited

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We have tradition behind us — confidence for the future and will stand behind our Tinplates at whatever cost

---

C. I. F BUSINESS NEGOTIATED
SIZE — 28" x 20" — A SPECIALTY

THE MELINGRIFFITH Co
LIMITED
CARDIFF
SOUTH WALES

PHONE—CARDIFF 514
— CABLE —
'ELIN — CARDIFF'

CODES —
BENTLEYS —
A.B.C. 5TH EDITION

QUALITY LABELS

ARE MADE BY

THE HOUSE OF STECHER

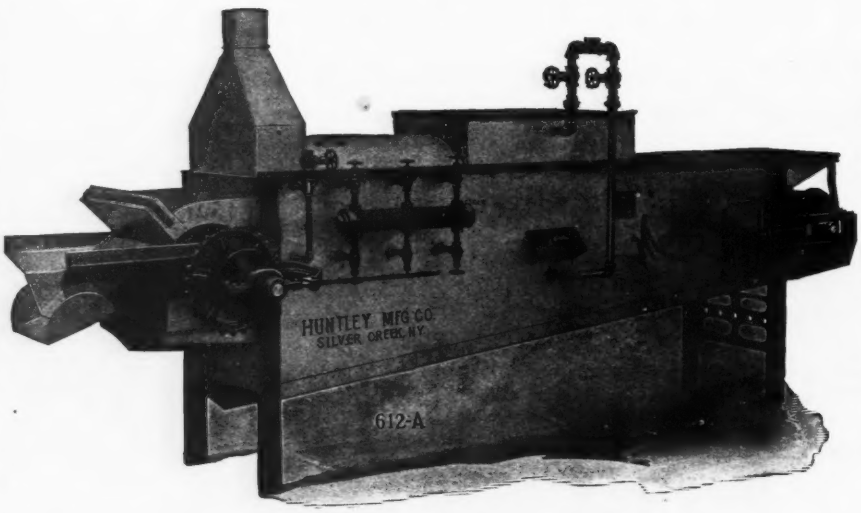
We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.

Scalds From Top and Bottom



THE MONITOR Scalder applies Steam Sprays to the Tomato from above and below, while the fruit is traveling slowly thru the machine. Then, as it leaves the Scalder, a stream of cold water is applied, which while rinsing off the loosened impurities, also cracks the skin.

The Tomato is in perfect condition for wasteless peeling. This machine pays for itself over and over again.

Get one

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

HUNTLEY MFG. CO.
P. O. Drawer 25 BROCTON, N. Y.
(Formerly at SILVER CREEK, N. Y.)

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San Francisco, Cal.
Brown Boggs Ltd., Hamilton, Ont.
Cannon Supply Company
Salt Lake City, Utah

California Sanitary Canning Co.

Invites You,

When in Los Angeles,

To Inspect

California's Newest and Most

Modern Cannery

The New Home
of
"Master Piece Brand"
Canned Foods

NO expense has been spared to make this plant modern and sanitary in every respect. To this end we have utilized the newest types of proven machinery, as well as the results of the latest scientific researches into the preservation of foods.

An EXCLUSIVE FEATURE of this plant is the NINE SCREEN Fruit Grader, built specially for us, at great extra cost, in order that we might be able to give our customers not only the EXACT size of fruit best adapted to their needs, but also to insure uniformity of fruit in every can.

In addition to the above, the plant is completely equipped with the latest machinery, all of which embody features enabling us to give the highest possible quality and service.

New Type "SHALLOW SINK" canning tables, eliminating the crushing of the fruit which resulted from the use of the old style deep sink.

Improved Model Slicers, insuring slices of uniform size and shape.

TROYER-FOX Closing Machines of the latest high-speed design.

Round Shell Cookers and Coolers, insuring absolute uniformity in cooking.

Factory and Office located at 5000 Long Beach Avenue, Los Angeles, California.

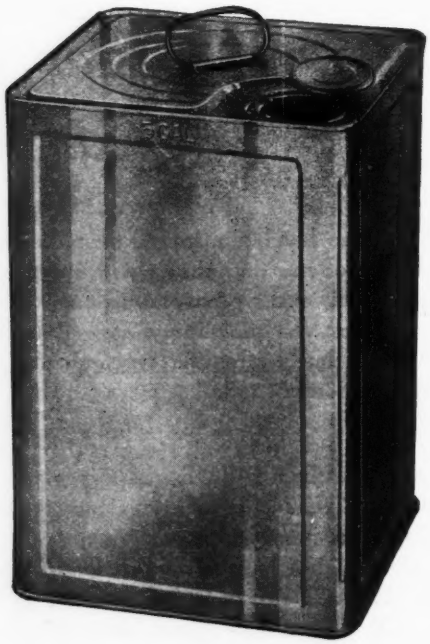
IT'S BETTER PACKED IN TIN

Continental

TOMATO PULP CONTAINERS

Continental Five Gallon Tomato Pulp Containers have that sturdiness and cleanliness so necessary to the good quality pack. Finest workmanship plus careful inspection assure containers that will give your product that protection it needs. Equally important are the three convenient shipping points at Jersey City, Wheeling, Chicago—all geared to render excellent service on short notice.

You'll find Continental containers the solution of your Tomato Pulp packing problems—write us today.



SPECIFICATIONS

Furnished in either 107 or 135 lb. tin plate, either entirely plain, or inside enameled and outside plain, or inside enameled and outside lacquered, or outside lacquered only. *All seams soldered.* Opening 2 1/16". With or without wire handle, either plain or hemmed caps.

Samples and Prices on Request

CONTINENTAL CAN COMPANY, INC.

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Executive Offices: NEW YORK: 100 East 42nd Street CHICAGO: 111 West Washington Street

CHICAGO	BALTIMORE	JERSEY CITY	SAN FRANCISCO	E. ST. LOUIS	CINCINNATI
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CLEARING	SEATTLE	PASSAIC	ROANOKE	CANONSBURG	BEDFORD
		SAN JOSE	BOSTON		

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-first year.

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Upon application.

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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE,
EDITOR.

Vol. 51 BALTIMORE, JUNE 24, 1929 No. 45

EDITORIALS

FARM RELIEF AND THE CANNERS—Speaking of the agitation before Congress to get a maximum tariff on canned tomatoes and tomato paste, lest "the tariff may force the canners to close," as a daily paper headed the drive for a 60 per cent duty protection, a disinterested onlooker remarked to the writer: "Why should the growers worry now about the prices canners offer on contract? Haven't they the great fund of the Government to repay all growing losses?"

The Congress passed a $151,000,000 appropriation as part of the $500,000,000 appropriation, without even comment or debate, and experienced students of political "economy" (God save the mark) have pointed out that it will continue to make such appropriations when and as often as "relief" is needed in any quarter, and with no regard for the five hundred million dollar limit. The dance of death is on, and no one can predict the ending. In fulfilling the campaign pledge for farm relief they have enacted the most extreme socialistic measure ever enacted by any government. Why? Because the U. S. Government has the money, and it, therefore, is on hand to squander—or the poor patient, dumb taxpayers will produce it.

Will that affect the position of the canners with their growers when crops are grown on contract? Watch and see. The canners may have thought they had it hard in the past when trying to handle their growers to get enough acreage and at a proper price, but they will come to realize that they had it easy compared with what they will have to face from now on. The growers are going to work for the Government, growing the kind of crops which will bring reimbursement for losses from the revolving fund. The wiseacres have thought that they can suspend the law of supply and demand—by a revolving fund. And it requires no genius to point out the disaster that will result.

And in this we fear that the canners will be the first and the heaviest sufferers.

As for the tariff, it is more than likely that our wise solons will learn, during their vacation, that there is another interest to be considered—the consumer. The further consideration of the duties to be imposed has been postponed until after their vacation, but the daily newspapers have given such detailed accounts of the "hearings" on various products that the method of procedure must now be well understood. For this industry the canners have undoubtedly followed the arguments advanced for an increase to the maximum on canned tomatoes and tomato products. What the individual reaction has been, when they read many of the arguments set forth, as, for instance, that large numbers of canners have been driven out of the business because of the present low tariff, we do not know; but they know their own business, and will draw their own conclusions, and they can use this as a fair sample, no better and no worse, of the claims set forth for other products on which high tariffs are demanded. No man can possibly be conversant with all the products now seeking protection, and the public in general is at a loss how to valuate the claims being made; but in this industry, at least, you can now use the canned tomato arguments as a yardstick, and your deductions will be approximately correct on all other products.

Probably never before in the history of the world was selfishness so rampant in every walk of life, but in this tariff matter it is a little more than "whose steer is being gored," and a present apparent success may turn out to be a decided detriment and hurt.

INSULTING AN INDUSTRY—Last week in our Weekly Review we exposed a deliberate attempt to break the canned pea market from 90c to 75c at one stroke, and now this week we learn of other, and as dangerous, attempts against the welfare of canners. The "gall" of the thing is what gets our "goat." Do they think the canners are babes or children, or spineless creatures that cannot be insulted? Is the mass of canners composed of flabby creatures masquerading as men, but without backbone to answer attempts upon their business lives and occupations, such as this, with good straight rights to the point of the jaw? or at least the courage to ask such proposers out of their offices at the point of their boots? It is more than a mere case of good business. When a man comes to buy your product and offers a price which he knows full well is below its value, he insults you, for he calls you a fool by

insinuation, if not in words. Unless you respect yourself you will never hold respect.

It is about time the canners woke up to their real position. There is not a wholesale or retail grocer nor broker who could exist without your products. The world today cannot exist without canned foods. You do not, therefore, have to go begging for buyers, pleading with them to take your goods. They have assumed that position for years, compelling you to come crawling on your knees for their business, but they have never had a right to it, and today they could not maintain it for an hour if the industry appraised itself properly. That does not mean that you should get stiff-necked and arrogant, but at least you should understand that your products are necessities, and as such they will be taken, and at fair prices, if you but had the backbone to ask such prices. If your goods are packed rightly, goods that will merit popular approval, there is an absolute certain market for them, and at a profit to you. From now on for years to come canned foods as a right compel a sellers' market, and it is time you realized this changed condition and assumed your rightful position. And you know why you have not, and will not? Because you have not a scintilla of confidence in your fellow-canner, and are ready to believe any sort of cock-and-bull story about him or them. Write this down as certain: he is just the same kind of fellow as you are yourself, and if you will believe such stories about yourself, believe them about him.

This week's contribution comes in this form: Several canners have reported receiving inquiries from a certain brokerage concern about as follows:

June 7th, 1929.

Gentlemen: We submit the following orders to you for your consideration:

Item No. 1—For a buyer in Los Angeles, Cal.

600 cases No. 2 standard cut green stringless beans, at $1.02½c per dozen.

150 cases No. 1 4-sieve early June peas, at 70c per doz.

600 cases No. 2 standard 4-sieve early June peas, at 92½c per dozen.

150 cases No. 1 standard crushed green corn, at 67½c per dozen.

Packer's labels, FAS steamer Baltimore, Md. One-third of above to be shipped as soon as packed; balance as ordered out to March 1, 1930. Any part of the above on which shipping instructions have not been issued by November 30th, the price to be advanced 2½c per dozen on each item. Any of these goods can be shipped in pool cars going to Los Angeles after the goods are packed.

Item No. 2—For a buyer in Los Angeles, Cal.

600 cases No. 2 standard cut green stringless beans, at $1.02½ per dozen.

400 cases No. 1 standard 4-sieve early June peas, at 70c per dozen.

600 cases No. 2 standard 4-sieve early June peas, at 92½c per dozen.

Packer's labels, FAS steamer Baltimore, Md. Shipment as ordered out to March 1, 1930. Any of the above on which shipping instructions have not been issued by November 30, 1929, the price to be advanced 2½c per dozen on each item.

Item No. 3—For a buyer in Los Angeles, Cal.

400 cases No. 2 standard cut green stringless beans, at $1.00 per dozen.

Packer's labels, FAS steamer Baltimore, Md. One-third of above to be shipped promptly as packed; balance as ordered out to January 1, 1930.

Without commenting in detail on the prices offered, it can be said that in most instances they are below present market, and it means further that you tie up that many goods without hope of the increased market prices which may prevail. The slight advance after December 1st hardly covers, if it actually does, the warehouse carrying charges.

If this is not a good year to speculate upon your surplus, in the hope of getting increased prices later on, you have never had a year when that was true. There never was a year of such tremendous consumption of canned foods as was witnessed in 1928. The per capita consumption of canned foods apparently increased 50 per cent, with the result that all heavy carryovers were cleaned out, and the year's pack also, and we now witness better cleaned-up markets and lower holdings in distributors' hands than ever before seen. There are one or two items which will claim exception to this, but speaking as a whole the canned foods market was never before in such favorable condition. Is there any reason, then, to play the market as if demoralization faced us? While snow blanketed the earth and blizzards raged about us the buyers painted you a picture of heavy over-production of all canned foods in 1929, and you named your future prices with that picture before you. Do crop conditions today bear out that picture?

You have been "easy marks" despite all that could be told you. Are you going to continue to be?

THE FARM RELIEF BILL PASSED

THE Senate on June 14 adopted the conference report on the Farm Relief Bill (H. R. 1), by a record vote of 74 to 8, thus completing the legislative action in the measure and sending it to the President. As finally agreed upon by the House and Senate, the controversial export debenture provision was eliminated from the bill. President Hoover, who received the bill June 14, conferred briefly with the Secretary of Agriculture, Arthur M. Hyle, and it was announced orally that the measure would be considered by the Department before Mr. Hoover acted.

The bill provides for the creation of a federal farm board of nine members, including the Secretary of Agriculture as a member ex-officio, with one of the members to be designated as chairman by the President. The eight appointed members of the board will serve for six years at salaries of $12,000 per annum. The board is authorized to make loans for agricultural co-operative organizations and commodity stabilization corporations out of a revolving fund of $500,000,000.

The stabilization corporations are to be empowered to acquire and store surplus agricultural commodities in order to bring about orderly marketing conditions and to act as selling agents for the co-operativees. (The full text of the bill as passed was printed in the United States Daily of June 7.)

The conference report which the Senate adopted on June 14 was the identical report it had rejected previously by a margin of three votes, at which time the advocates of the export debenture provision had insisted that the Senate refuse to give up that provision until the House had taken a record vote upon it. The House subsequently rejected the debenture on a record vote.

Prevention

Sanitary containers, scientific sealing devices, and machinery which eliminates human handling, all aim at preventing spoilage and loss in canning processes.

Wyandotte Cleans Clean
SANITARY CLEANER AND CLEANSER

performs its service in every step of the canning process.

It maintains wholesome sanitation in the plant. It insures faultlessly clean machinery and equipment, and in every step of manufacture from raw material to finished products, it removes preventable causes of spoilage or quality loss.

Ask your supply man for
"WYANDOTTE"

The J. B. Ford Co., Sole Mfrs.
Wyandotte, Michigan

Peas Thoroughly Washed Quality Improved

Baltimore, Aug. 1st. 1928

We take pleasure in recommending your Hydro-Geared Pea Grader, which we installed at one of our plants for our Pea Pack this season.

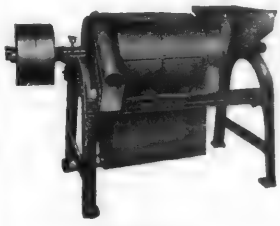
It is quite an improvement over any Grader we have ever operated, and we are more than pleased with the results. In addition to satisfactory grading and capacity, we believe the continuous application of water during the entire operation, materially improves the peas.

Gibbs Preserving Co.
Oscar T. Sewell

The Hydro-Geared Pea Grader

Write for circular

The Sinclair-Scott Company
Wells and Patapsco Sts.
Baltimore, Md.



INDIANA CHILI SAUCE MACHINE

KOOK MORE KOILS
INDIANA PULPERS
INDIANA PADDLE FINISHER
PULP PUMPS
INDIANA SLUSH PUMPS
COPPER STEAM JACKET KETTLES
IMPROVED BRUSH FINISHER
INDIANA GRADING TABLE
INDIANA CHILI-SAUCE MACHINES

With the use of this machine the cost of making Chili Sauce is *greatly* reduced. This machine will do the work of 60 to 80 hand peelers. The flavor of machine made sauce is noticeably improved, for the reason that all juice is recovered and none lost as by hand methods. Plans for line operation furnished with each installation. Also, personal instruction given operators. Truly a machine with great possibilities.

Clevo
The metallic coating is Heat, Acid, and Rust resistant.

F. H. LANGSENKAMP COMPANY *Indianapolis, Indiana*

Exclusive Sales Agents, except Indiana

SPRAGUE-SELLS CORP. Chicago, Ills.
ANDERSON-BARNGROVER MFG. CO. San Francisco, Calif.

Crop Reports

TOMATOES

Wilmington, Del., June 15, 1929—Very few plants went out before June 8th. Had rain on this date and about 70 per cent of acreage is now out. It is now windy and dry. If the balance of contemplated acreage is set acreage will be about same as last year. Season is getting off with bad start.

Norris City, Ill., June 12, 1929—Very late. Plant setting about done. So much rain and cool weather plants would not grow. Ordered some from the South, but probably 25 per cent did not live. Outlook not promising.

Carthage, Ind., June 17, 1929—Fine. Ten days ahead of last year. 25 acres against 225 last year. Prospective yield is 6 tons per acre. 125 per cent compared with normal yield.

Underwood, Ind., June 17, 1929—Acreage same as last year. Planting about ten days late. Have been having excessive rainfall all through June and many fields have been overflowed and will have to be replanted. Prospects at this time don't look to be over 65 to 70 per cent, due to excessive rains. Southern Indiana has had too many June rains for a normal yield.

Grand Rapids, Iowa, June 15, 1929—Acreage cut in half. Cold, wet season holding them back.

Paducah, Ky., June 12, 1929—Three to four weeks late. Farmers are just setting out plants. Ground has been so wet could not get into fields until first of June, but we have had good weather since then. Will get out about 75 per cent of acreage contracted. Too early to tell about what the crop will be, but we cannot have a full crop. Too late.

Adrian, Mich., June 18, 1929—Acreage normal. One week late in planting.

Crocker, Mo., June 18, 1929—Plants not set yet. 25 per cent normal.

Hartford, Mich., June 17, 1929—Just planted and doing well.

Grimmet, Mo., June 17, 1929—Crop damaged by hailstorm. Acreage below normal.

Mansfield, Mo., June 11, 1929—100 acres just set and they look favorable. Had 125 acres in 1928.

Marshfield, Mo., June 17, 1929—Increase over last two years about 125 per cent. About 10 days late in setting; will be some set up to July 1st. Growing weather prevails now.

East Berlin, Pa., June 15, 1929—Plants are all set and looking fine. About the same acreage as last season.

Provident City, Tex., June 10, 1929—All crops badly damaged by rain. About 100 per cent killed. Will be no canning this year.

Ogden, Utah, June 11, 1929—Crop conditions practically normal. Acreage about 15 per cent above normal.

Bedford, Va., June 8, 1929—This year we have 50 acres for one cannery and 75 for another, 12 miles apart. The growers are planting and everything seems encouraging for this year's crop.

Elliston, Va., June 14, 1929—In good condition unless too much rain comes later on. Conditions are about 75 per cent at this date.

Spokane, Wash., June 12, 1929—Acreage normal; growing conditions good. Too early to estimate yield.

CORN

Belvidere, Ill., June 17, 1929—About normal for this time of year, and we believe we will have a normal crop.

Lanark, Ill., June 17, 1929—All planted and above ground. We have 100 per cent stand and conditions are very good. Corn is right up to normal. Have a normal acreage.

Grinnell, Iowa, June 18, 1929—The Iowa crop is about normal, except that it is from 10 days to two weeks late. Planting a little more than last year. Germinating good. Need rain at present, although not suffering seriously yet.

Hoopeston, Ill., June 12, 1929—Our planting this year has been handicapped very much, due to the many rains and cold weather at the start of the season. We are afraid that the first three weeks' planting will mature about the same time, and we have tried to keep our acreage down as low as possible each week in order to take care of such a situation. Our farmers have had some replanting to do for the following reasons: Planted too deep, cut worms, drowned out, ground run together and ground not in proper condition for seed bed. If we have a hot, dry season we will be very busy; on the other hand, if we have a cold season we will probably start about the first of September and can up to the second week in October.

Cedar Rapids, Iowa, June 15, 1929—Crops looking fairly good considering cold, wet season. Acreage held to a minimum. Some fields yellow and still very small.

Clarkesville, Iowa, June 11, 1929—Ten days late at this time. Stand was good. Some growers reporting damage being done by cut worms and pheasants. Had a nice rain, and with warm weather corn should be up to normal by July 15th.

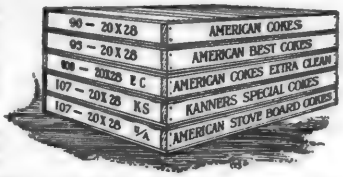
Iowa City, Iowa, June 17, 1929—The season is about ten days to two weeks late in this section, and we have had considerable amount of moisture and cold weather, which has made the growing conditions very backward. The past three or four days have been the most favorable that we have had the entire spring. It will take exceptional weather from now on until August 15th to order for us to have a normal crop. We had reduced our acreage one-fourth of average, and the conditions as they are will undoubtedly give us about 65 per cent of a normal crop. It is entirely too early to give a report, but some of the weak canners that are offering

AMERICAN SHEET AND TIN PLATE COMPANY PITTSBURGH

Specify

AMERICAN COKE TIN PLATES

We are producing a superior quality of COKE TIN PLATES specially adapted to the requirements of the canning and packing industry. Demand AMERICAN COKES—the best obtainable.


90 – 20X28 AMERICAN COKES
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107 – 20X28 KS KANNERS SPECIAL COKES
AMERICAN STOVE BOARD COKES

We manufacture a complete line of Sheet and Tin Mill Products—Black Sheets, Galvanized Sheets, Tin and Terne Plates, Etc.

AMERICAN SHEET AND TIN PLATE COMPANY, Pittsburgh, Pa.
SUBSIDIARY OF UNITED STATES STEEL CORPORATION

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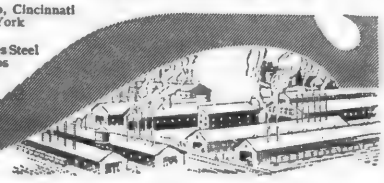
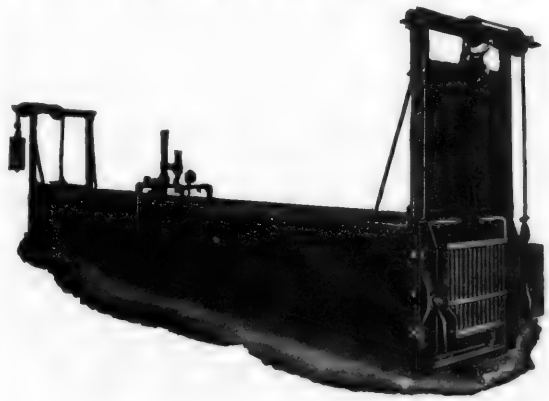


OYSTER STEAM BOX



With improved sliding doors, doing away with the hinged tracks, giving increased service

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7

Dominant Features of

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ARE YOU READY?

Your blancher is one of the most vital machines in your line for the quality of your whole pack depends largely on it.

If you have the least doubt of your present blancher going through the important season just ahead without trouble and expense, let us quote now on one in which you can place absolute confidence.

Write us today for complete information on all that is new in blanchers.

Sprague-Sells Corporation
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If It's Used In A Cannery—Sprague-Sells It.

and selling for 80c will wish or should have a guardian appointed for them. When fall comes, or after the packing season is over, they will see what a fool they have made of the opportunity that they had and passed up. "Old story of the goose that laid the golden egg."

Vinton, Iowa, June 17, 1929—Our acreage compared with normal year is practically 100 per cent. Good stock, normal growth of plants to date, good soil and weather conditions.

Hampden, Me., June 17, 1929—Golden Bantam: Weather has been very hot for the last ten days, with occasional showers. Stand is two to three weeks ahead of last year. Acreage 10 per cent more than 1928.

Des Moines, Iowa, June 17, 1929—Acreage for Iowa-Nebraska territory will check out about same as a year ago. Too early yet to estimate yield. All we can say now is that plantings are bunched, which doubtless will cause trouble in packing season. There has in some sections been considerable replanting, and understand that Missouri River territory has been too wet.

Lebanon, Ohio, June 13, 1929—Season very backward and plantings are very late. Some of the early planted corn is being replanted because of the continued cool, wet weather.

St. Albans, Vt., June 14, 1929—We consider this year about normal. 1928 acreage was 251 acres; 1929, 330 acres. The condition of this item is about the same as last year. Only about 75 per cent of our crop being planted and not out of the ground, therefore it is impossible to give a definite report. We expect a normal yield. Received only about half a crop last year.

Elliston, Va., June 14, 1929—Expected to be good.

PEAS

Belvidere, Ill., June 17, 1729—About normal for this time of year, and we believe we will have a normal crop.

Ogden, Utah, June 11, 1929—Acreage possibly 15 per cent over normal. Crop conditions poor. Season late and weather conditions not good. 66 2-3 per cent of a crop. Season three weeks late.

Elliston, Va., June 14, 1929—Light in this section.

BEANS

Cedar Rapids, Iowa, June 15, 1929—Our acreage increased; acreage generally reduced. Cold, wet weather causing setback to growing. However, most of our acreage is on sandy soil, which should with warm weather still come in early. We usually have first beans from this section.

Paducah, Ky., June 12, 1929—Not over 10 per cent. So cold and wet the seed that did not rot in ground was drowned out after up. We had 100 acres planted, and I doubt if we get what we should get of 10 acres.

Hampden, Me., June 17, 1929—Cranberry: Had a good start and crop looks plentiful.

Hartford, Mich., June 17, 1929—Just planted and doing well.

East Berlin, Pa., June 15, 1929—Acreage about same as last season. Expect about the same yield if beetles do not get too bad.

Ogden, Utah, June 11, 1929—Green: Acreage 20 per cent above normal. Crop conditions about 75 per cent.

String beans: Season three weeks late.

St. Albans, Vt., June 16, 1929—Stringless: 1928 acreage was 110 acres; 1929, 108 acres. The condition of time. Only about 80 per cent of our crop being planted, therefore it is impossible to give a definite report on this item. We expect a normal yield.

Elliston, Va., June 14, 1929—Beetles have taken the crop.

Iron River, Wis., June 12, 1929—Wax and Green Snap: Season is very cold and dry. Practically two weeks behind last year. If conditions do not change very soon we will harvest about 50 per cent of a normal crop.

PUMPKIN

Underwood, Ind., June 17, 1929—Full acreage and expect a normal pack, although some fields were planted a week or two later than usual.

ASPARAGUS

Hartford, Mich., June 17, 1929—Cold season. Yield less than 30 per cent of normal.

BEETS

Ogden, Utah, June 11, 1929—Conditions normal. Acreage normal.

CUCUMBERS

Spokane, Wash., June 12, 1929—Acreage normal, growing conditions good.

Milwaukee, Wis., June 11, 1929—It is too early to forecast the crop.

FRUITS

San Francisco, Calif., June 7, 1929—Cling Peaches: 26 per cent of crop in Sutter, Yuba and Butte counties; 50 per cent in Stanislaus county.

Pears: 52 to 60 per cent of crop.

Apricots: About 75 per cent crop. Some improvement in Stanislaus county over last year.

Wyoming, Del., June 15, 1929—Apples—Late and about 60 per cent of crop.

Kalaheo, Hawaii, June 7, 1929—Pineapples: Condition is fair.

Hampden, Me., June 17, 1929—Blueberries: Budding all over and prospects are for a very big crop.

Hartford, Mich., June 17, 1929—Strawberries: About 60 per cent of a normal crop. Excessive rains and heat during harvest. Quality fair.

Cherries—Crop about 40 per cent of normal in this section. Very small amount of new acreage coming into bearing this year.

Black Raspberries: About 75 per cent of a normal crop; about 50 per cent of last year's crop, which was an exception as to yield.

Apples—About 50 per cent of a normal crop.

Pears: very light.

Mt. Angel, Ore., June 18, 1929—Gooseberries: Short of that of 1928.

Strawberries: Soft and canning variety about the same as last year.

Red Raspberries: 75 per cent of a normal crop.

Black Raspberries: 75 per cent of a normal crop.

Loganberries: 75 per cent of a normal crop.

Royal Anne Cherries: 50 per cent of a normal crop.

Pears: Very short.

Prunes: Average crop.

Elliston, Va., June 14, 1929—Apples: 50 per cent.

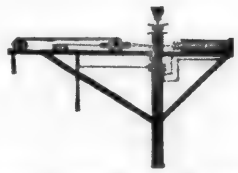
Raspberries: Good.

Spokane, Wash., June 12, 1929—Soft Fruit and Berries: Acreage normal. Yield somewhat below normal.

Apples: Slightly increased acreage. Yield depends on June drop, but yield will be considerably below normal, owing to freezing weather.

Milwaukee, Wis., June 11, 1929—The cold pack crop, we understand, is about normal.

Robins Dependable Canning Machinery Since 1855



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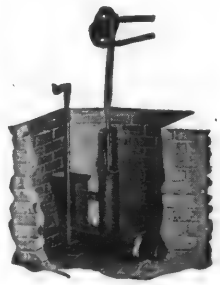
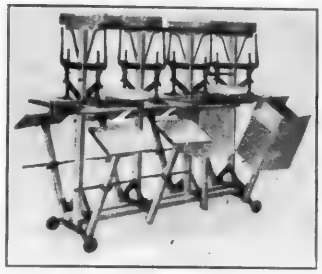


Robins Skin Pump



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Manufacturers of

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AMSCAN

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SEALING FLUID

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Insist on AMSCAN—the perfect Sealing Compound—and be safe.

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Try the new TOWNSEND at our risk!

"Your bean cutting troubles will be over when you install a TOWNSEND"

Remember: we not only claim, but GUARANTEE that the TOWNSEND is the most efficient String Bean Cutter.

Immediate Shipment is offered, subject to existing conditions. We suggest that you wire your order, to avoid delay.

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(Successors to Z. P. Townsend, the original patentee)

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Built and serviced by Fay & Scott.

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

Better Profits

A new department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits.
Conducted by an Expert of long experience, but whose identity will be kept hidden. Questions invited, and your opinion welcomed.

A Utah inquirer writes:

"I have been represented for several years in a large Eastern city by a regularly appointed broker. Lately he has not been very active. Last March I received a inquiry as to stocks on hand, a request for quotations, etc., from another broker there. I did not give much thought to the matter, rather felt nothing would develop from the inquiry and sent out quotations. In due course I received a firm order which has been shipped and paid for. Do I owe my regular broker anything?"

Probably your arrangement with your first broker in the market was quite elastic and may not have been even in the form of a contract. If this is the case, it seems as if you are very largely the judge of the matter.

There is one splendid way, at least, to handle inquiries from a broker in a market where you are already represented and not thinking of making a change.

Reply at once to the inquirer, politely but firmly turn down his request for quotations, and send a copy of his letter and your reply to your regular broker.

Many times you will strengthen your position with your own broker, post the fraternity of brokers in that city as to who is solociting accounts that are already represented and discourage a practice that is too often indulged in by some to the detriment of the brokerage profession as a whole.

Do not fail to set your course and keep to it. Many times a broker looking for new accounts or for some needed commodity will write you dozens of times, even though no response has been elicited, and then at a time when you are temporarily off your guard you will quote him, and by so doing work an injustice to your regular broker.

If you are not satisfied with the action you are getting from a broker, and do not wish to appoint another at once, try working the market open, but with due notice to all.

You will be quite apt to get action, but you may be surprised at the way your offerings will be passed up if the average broker can get a similar account on an exclusive basis.

You will be best satisfied in the long run if you have one broker, offer your goods in his market only through him until such time as you are no longer satisfied with him, and when you are not notify him you are going to dispense with his services.

Do you owe your broker anything in the instance you have cited? You may not legally be liable to him, but you will certainly be doing the right thing if you send him a check for brokerage on the transaction. Maybe if you do he will get busy.

A New York subscriber writes:

"I am only a small canner, I have only one man in my office the year around. For the last two or three years I seem to be getting more and more requests from the Government as to crops, yields, sales, stocks on hand and so on. It takes a good deal of time to get out these reports, and it is not always convenient. The blanks get lost and they are not made out. I am so small in the business it does not seem as if I should be bothered with them. What do you think?"

There you are, what do you think?

I wonder what would happen to the automobile business if monthly reports of production, sales and other valuable information were discontinued? How long do you think that industry would be satisfied to go it blind? The age of misinformation has passed—long ago. Industries much smaller than ours, with much less money, health and happiness involved, are working out their problems along the lines of accurate information, widely published, regarding all needed facts in their business.

Accurate information as to plantings, acreage and condition of crops is one of the most-needed essentials to the profitable conduct of this great food preserving business we are engaged in.

One organization is doing a good job in the corn canning end of the field, another is doing a splendid job for the industry as a whole, yet both are hampered in their efforts by the attitude of some who think they are too small factors to have their opinions, figures, etc., count in the grand total, and they are equally hindered by those who honestly feel that "we have always got along without all this information and we will probably get along in the future without it, too."

Anyone who feels that way should either read more of what is going on in the distribution of food or should get around more.

Today large volumes of canned foods are being bought by a few buyers; tomorrow these few buyers may be still further reduced by mergers, consolidations and further groupings of buying activities, until you will have two or three dozen men buying the output of many times their number of canners.

Even today who is the best posted as to supplies on hand, prices at which they can be bought and the terms to govern, the buyer or seller? The seller, of course. Any further concentration of buying power in the grocery field will increase the difficulty we are faced with today in having at our command reliable information with which to combat the accurate postings of buyers. The less we know for sure as to stocks on hand with canners, the state of crops, amount of acreage and re-

All Products cooked SUCCESSFULLY, *ONLY* in RETORTS—*No Breakdowns!*
IMPROVED STEEL PROCESS RETORT.
Constructed to use either dry steam or open bath process.

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ZASTROW MACHINE CO. INC.
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SUCCESSORS TO
GEO. W. ZASTROW

Removes all trace of tomato waste

TO protect equipment from the effects of acid tomato juice and waste try cleaning your cooking vats, conveying and filling machinery regularly the Oakite way.

Oakite cleaning is safe—removes all trace of tomato waste quickly without harm to equipment. Keeps it spotless and sanitary. Rinses away every sign of deposit and slop without leaving film or sticky spots. Moreover, Oakite is speedy and economical for every cannery cleaning job.

Write for booklet giving directions for this and other cleaning jobs that Oakite does best. Copy on request. No obligation.

Oakite Service Men, cleaning specialists, are located in the leading industrial centers of the United States and Canada.

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OAKITE PRODUCTS, INC., 18 F Thames St., NEW YORK, N. Y.

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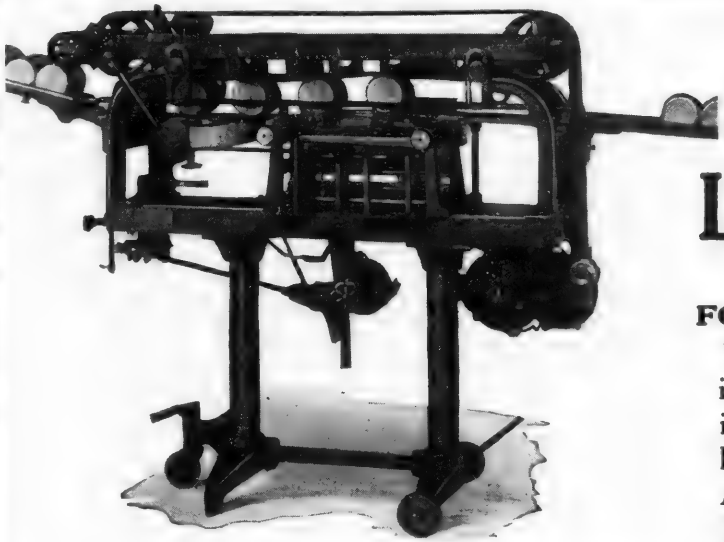
Industrial Cleaning Materials and Methods



Knapp
(1929 type)

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lead again with the new
FORCED FEED PASTING DEVICE

This positive and controlled method of applying lap-end paste, without a belt, makes labeling easier, faster, consistently better and further reduces your costs. ***"The Greatest Improvement in 20 Years", say the Canners who have seen it.***

This wonderful new Paste Device, another demonstration of KNAPP leadership in making advanced improvements in Warehouse Equipment, gives a positive application of paste across the entire lap end of the label as each can passes through the machine. The paste belt is eliminated. It produces better and more uniform labeling under the widest range of varying conditions. It merits your consideration *now*, before the packing season begins.

Labelers
Casers
Conveyors
Can Dividers

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GENERAL OFFICE AND FACTORY
RIDGEWOOD, NEW JERSEY

Chicago
San Francisco
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Salt Lake City
Hamilton, Ont., Canada

cent sales, the less apt we are to make a profitable sale.

No matter how small you are, you are a part of an enormous industry, and as a part of it you should have a vivid realization of your duty to your industry. You should do your part toward making it what it should be. Give out promptly and accurately all information asked for by the government or any other fact distributing organization. Mix with your brother canners and exchange facts with them.

The more everyone knows for certain about the stocks on hand, acreage out and condition of the crop of any commodity, the better off we will all be.

If the time ever comes when every canner in all lines gives promptly and freely all needed information regarding his activities to some central body, which in turn tells it to the world at large, and tells it accurately, promptly and without bias, then we will see our industry get promptly out of its rut of hit-or-miss, go-it-blind present attitude as compared with so many other lesser industries.

CREDIT MEN'S CONVENTION TO PUSH FIGHT ON CRIME

HAVING accounted for the conviction of 734 commercial crooks in the last four years, the National Association of Credit Men, at its annual convention at Minneapolis, June 24-29, will make new plans for continuing its nation-wide war on credit fraud.

The annual convention report of the association, covering the fourth year of its credit protection movement, says that 252 crooks have been convicted on evidence gathered by the association since June 1, 1928, making a total of 734 convictions since the credit men put their business police force in the field on June 1, 1925.

In making the report public, Dr. Stephen I. Miller, executive manager of the National Association of Credit Men, said that four out of every five defendants tried on evidence gathered by the association's investigators have been convicted.

"The odds in favor of conviction are inclined to discourage anyone tempted to defraud his creditors, and the determent effects of hundreds of convictions are beginning to register heavily," Dr. Miller said. "That, I believe, is the sole reason why commercial crime has been decreasing, while almost every other type of crime has been increasing."

In order to hold the gains that have been made, and to forestall a renewed outbreak of commercial crime, the credit men are now engaged in raising a new crime-fighting fund of $1,750,000, Dr. Miller said.

"We believe that so long as we keep up our vigorous drive on the commercial crook, conditions will continue to improve, but that if credit protection were withdrawn fraud losses would almost certainly mount," he said. "Except for the vigilant protection of credit, present business conditions would offer the crook his greatest opportunity. To disband our protective force now would be a tacit invitation to the racketeers to come back and fleece us.

"Certain values have been created during our four years of campaigning against credit crime which must be conserved. One of these is the skill and organization of the investigating staff.

"For four years the National Association of Credit Men has been building up a business police force, and its investigators have been adjusting thmselves to their jobs. They have worked out their own technique for the detection of one particular type of crime. They have developed valuable sources of information. They have established close liason with federal and state authorities, and their effectiveness, as measured in convictions, is increasing yearly.

"Above all, the credit protection department has won the confidence and gained the co-operation of prosecutors through its attitude of 'no compromise with crime.' It is potentially a better crime fighting force than it has been at any time in the past.

"The final result at which the credit protection movement aims," Dr. Miller continued, "is a deep-seated and general belief throughout the business world that it doesn't pay to cheat creditors. Results accomplished during the last four years have gone far toward developing that frame of mind.

"If the cumulative phychological effect of credit protection is allowed to accrue for five years more, it is probable that we can say with a good deal of truth that business has become more honest, because the practice of cheating creditors and the temptation to do so will have been greatly diminished."

MORE STRINGENT LABELLING BY CALIFORNIA

HAILED by the fruit canning industry of California as a step of far-reaching public importance, a bill has just been signed by Governor C. C. Young, of that state, which requires that all canned fruits of "seconds" quality carry on the top covers an indelibly lithographed description of the can's contents. The measure, which amended the California canned fruit standardization act of 1925, was designed to prevent misrepresentation in the sale of canned fruits of sub-standard grade. Passage of the bill, which becomes effective with the 1930 fruit pack, was sought by the Canners League of California and various leading farm organizations of the State.

As amended, the act compels the printing of additional informative facts after the word "seconds" on the can tops, in order that housewives and other purchasers may be fully advised as to the grade of syrup used in the processing of the fruit, and about the quality of the fruit in the can. The syrup, if any, will be variously described as very light, light or medium, and a further sentence will convey the information that the can contains "wholesome fruit unsuited for the better tables grades."

With these facts plainly and conspicuously displayed on the can, it is pointed out by officials of the Canners League that no one need be deceived as to the quality of the product he is obtaining. "Seconds" fruit, while ranking fourth in the recognized commercial grades, is packed under the same scientific conditions as the better grades, and is used largely for bakery and confectionery purposes, and in public institutions for table use. Only small quantities of seconds are available in the retail stores for home consumption, but in the future the product will not be permitted to masquerade as a superior article.

PHILLIPS SALES CO. Inc.,

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Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.

CAMBRIDGE, MD. U. S. A.

Advantages of ⅝ bu. hampers over field crates:

—Hampers nest when empty crates won't.
—Fruits and vegetables carry better in hampers.
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SWING'S ⅝ HAMPERS ARE BEST QUALITY.

Give us a chance to prove our claims.

Send us an inquiry.

SWING BROTHERS .·. **RIDGELY, MD.**

Let us start your accounts properly for this 1929 Pack

ALBERT T. BACON & CO.

Certified Public Accountants

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Southern Building
Washington

Serving the Industry Since 1907

CANNERS SEED PEAS

Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

"OUR SEEDS GROW FRIENDS"

WRITE FOR FUTURE CONTRACT PRICES

Washburn-Wilson Seed Co.

Moscow, Idaho

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
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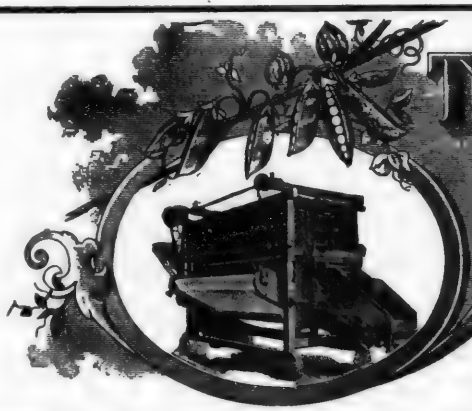

The Scott Viner Co.

PEA HULLING MACHINERY.

391-399 WEST SPRING STREET

Columbus, Ohio

THOM. A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) Gen. Mgr.

IMPROVEMENT IN RETORT OPERATION

By JAMES W. PARCELL
Fruit Products Laboratory, University of California, Berkeley.

IN investigations conducted in California in co-operation with the Research Staff of the Glass Container Association of America, it was found that in operating vertical retorts with water and air in commercial practice on glass-packed foods certain difficulties were encountered. In some cases temperatures throughout the retort were not very uniform; occasionally the water level dropped below the topmost layer of jars, exposing them to atmosphere of air and steam, and frequent vibration was excessive during the "coming up" period.

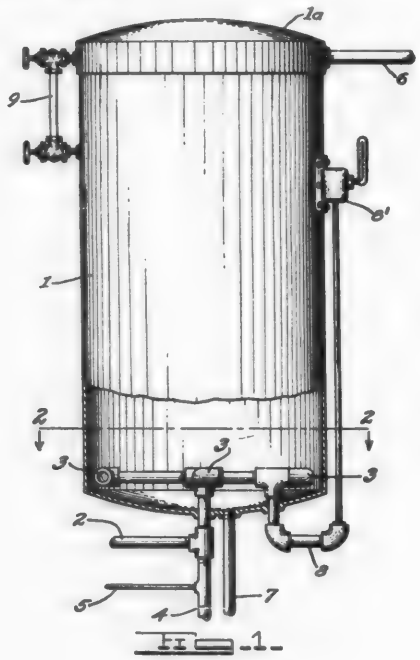

FIG. 1.

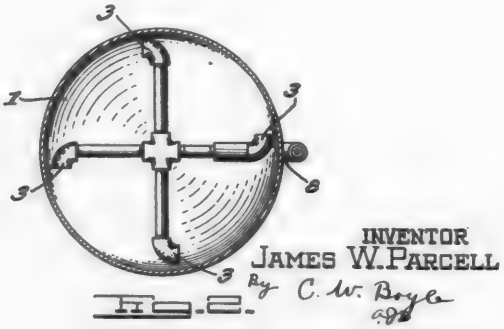

FIG. 2.

INVENTOR
JAMES W. PARCELL
By C. W. Boyle
ATTORNEYS

In order to overcome these difficulties and to provide a simple retort hook-up for the air and water system the writer designed the heating system described in the public service patent described below and illustrated in the patent diagram. This "hook up" was thoroughly tested in the research laboratory formerly maintained by the G. C. A. in San Francisco, and was found to operate very satisfactorily. This "hook up" represents one of the results of the investigations previously mentioned; some of the other results, it is planned, will appear at a later date. The writer desires to express his appreciation to the Glass Container Association of America for the financial support which made the investigations possible.

It may be stated that, while the new hook up as described in the patent is believed to be an improvement over many now in use, it is realized, naturally, that it is not the "last word," and that further improvements will be made in retort hook ups and operations.

PROCESS OF STERILIZING FOOD PRODUCTS

United States Patent Office.

James W. Parcell, of San Francisco, Cal., Dedicated, by Mesne Assignments, to the Citizens of the United States. Application filed July 13, 1927. Serial No. 20,526.

Patented April 9, 1929. 1,708,105.

(Granted under the Act of March 3, 1883, 22 Stat. L. 625.)

This application is made under act of March 3, 1883, chapter 143 (22 Stat. 625), and the invention herein described and claimed may be used by the Government of the United States, or any of its officers or employes in the prosecution of work for the Government, or any person in the United States, without payment to me of any royalty thereon.

My invention relates to a process of operating sterilizers and pressure cookers used in the sterilizing and cooking of food products in tin or glass containers. The process heretofore used is subject to the following defects:

1. It gives poor circulation of the heating medium.
2. It does not give a uniform temperature throughout the heating medium.
3. The desired temperature and pressure are maintained with difficulty.
4. Heating is accompanied by much troublesome vibration and undue noise.
5. Cooling after sterilization or cooking is difficult and not uniform, and also likely to result in excessive breakage of glass containers.
6. Because of variations in pressure and temperature, many of the lids of the glass containers come off the jars, causing loss of the contents.

My process eliminates the aforementioned defects and the advantages of my process are as follows:

1. It permits thorough agitation of the heated water or other liquid in the sterilizer or cooker.
2. It permits rapid and uniform heating of the heating medium (water or other liquid) in the sterilizer or cooker at atmospheric pressures or at pressures greater than or less than atmospheric pressure.
3. It permits maintenance of accurate and uniform temperatures of the heating medium (water or other liquid) in the sterilizer or cooker at pressures equal to, greater than or less than atmospheric pressure.
4. It permits rapid and uniform heating of the containers, and their contents, in the sterilizer or cooker.
5. It permits rapid and uniform cooling of the water or other liquid in the sterilizer or cooker.
6. It permits rapid and uniform cooling of the containers and the contents in the sterilizer or cooker.
7. It permits accurate control of the pressure in the sterilizer or cooker.
8. It permits accurate and dependable operation when a variable pressure is maintained in the sterilizer or cooker.
9. It permits accurate and dependable operation when a constant pressure is maintained in the sterilizer or cooker.

PHILLIPS CAN COMPANY

Maryland's Most Modern Can Plant

Manufacturers of:

Packers' Cans

Highest Class Service.

Bliss and Max Ams Closing Machines.

Rail, State Road, and Water Shipments

CAMBRIDGE, MD., U. S. A.

U S E

HAMACHEK IDEAL VINERS

AND VINER FEEDERS

FOR BETTER PACKS OF PEAS AT GREATER PROFITS

Frank Hamachek Machine Co., Kewaunee, Wis.

Also Manufacturrs of Ensilage Distributors and Chain Adjustrs

Established 1880 **Incorporated 1924**

COLONIAL BOY COPYRIGHTED

Landreth's Garden Seeds

Before you place your future order, your order for delivery after the 1929 crop is harvested, write us for prices for any variety, in any quantity, for any date of shipment, and we will be glad to quote you.

If there are any spot seeds needed throughout this Spring and Summer, please give us the opportunity of quoting.

Business founded 145 years ago.

D. Landreth Seed Company

BRISTOL, PA.

10. It permits addition of water into the sterilizer or cooker during operation to maintain a sufficiently high water level without impairing appreciably the uniformity of temperature and pressure in the sterilizer or cooker or in the food containers.

11. It permits accurate and uniform control of the temperature in the containers of food being sterilized or cooked.

12. It reduces vibration to a minimum.

13. It permits very quiet operation.

14. It is simple in installation and in operation.

15. It may be controlled by hand or by automatic instruments or a combination of the two.

16. It is easily operated and lightens the labor of the attendant.

The accompanying drawing illustrates diagrammatically a type of apparatus to be used in the practice of my process.

In the drawing I indicate a tank, with lid, 1a, into which tank the receptacles containing the food to be treated are placed. Water, brine or other liquid is introduced into the tank by feed pipe 2 and distributor pipes 3 connecting therewith and so disposed within the tank as to create a whirling motion to the liquid as it enters the tank. Steam pipe 4 connects with feed pipe 2 and affords means for heating the liquid that enters tank 1. Connecting with steam pipe 4 is another pipe 5, which provides an air inlet to the tank. Adjacent to the top of the tank is an overflow pipe 6 and at the bottom of said tank is a drain pipe 7. Pipes 2, 4 and 5 and drain 7 are equipped with valves not shown. 8 represents a thermometer pocket circulator system.

DESCRIPTION OF PROCESS

Briefly described, my process consists in heating tin or glass containers of food in water or other liquid medium, such as brine, etc., the water or other liquid medium being heated by steam flowing from jets or nozzles so arranged as to produce a whirling, spiral or vertical movement of the water or other medium, which causes circulation and agitation of the heating medium. Air may be admitted with the steam or adjacent to the steam to agitate the heating medium to reduce vibration and noise, or to maintain a pressure above that of the vapor pressure of the heated water, or for all of the purposes mentioned. The nozzles or jets for steam delivery may be equipped with devices to improve circulation of the heating medium and reduce vibration and noise.

An important feature of my process consists in connecting the thermometer or temperature control bulb housing or pocket to the agitating or circulating device, so that circulation of the heating medium is maintained about the bulbs of the instruments.

Another feature of my process consists in adding water as needed to the sterilizer or cooker with the steam so that it is heated before it enters the sterilizer or cooker, and thus does not reduce appreciably the temperature therein.

Still another feature of my process consists in installing a glass water gauge 9 on the side of the sterilizer or cooker to indicate the water level in the sterilizer or cooker.

In my process the water used in cooling after sterilization or cooking is introduced with steam, and is so tempered that a gradual and not a sudden reduction in temperature results. This water for cooling may be introduced through the agitating or circulating device previously described with the object of agitating or circulating the water within the sterilizer or cooker while cooling is taking place. This method of introducing the cooling water permits more uniform cooling of the sterilizer or cooker and of the containers of food, and also permits more rapid cooling of the sterilizer or cooker and the containers of food therein.

Having thus described my invention, I claim:

A process of sterilizing food products in sealed receptables, consisting in submerging the receptacles in water in a container, in introducing steam to the water to heat the same, and to impart thereto a whirling motion, in introducing air to the container to maintain a pressure above that of the vapor pressure of the heated water in said container and to cause further agitation of the water, and finally in gradually reducing the temperature of the water in said container by the addition thereto of a mixture of cold water and steam, the steam being introduced in diminishing amount as the cooling operation proceeds.

JAMES W. PARCELL.

THE NEW PLANT OF THE CALIFORNIA SANITARY CANNING CO.

SOUTHERN California's newest and largest canning factory, having a capacity of ten thousand cases per day, began operations June 15th on apricots.

The building is of concrete construction and covers a ground area 175 by 600 feet. Floors are of concrete and are sloped to sewer outlets, so that they may be easily and thoroughly cleaned.

Comfort of employes has been given great consideration, on the theory that a comfortable employe does the best work. A large rest room has been provided for women. Toilet rooms are well equipped and special attention has been given to facilities for keeping them neat and clean.

All equipment, with the exception of some cutting tables, is new and of the most modern design, with metal used in place of wood wherever possible. It has been so arranged that after entering the plant raw material moves in one direction through all processes until it emerges in the can, ready for the storage room, which has a capacity of 300,000 cases.

An exclusive and outstanding feature of this plant is the nine-screen grader. It has always been the company's policy to give the best possible quality and service. For this reason the grader was especially designed and built, enabling them to give the buyers a greater variety of sizes of fruit, and also to insure greater uniformity in each size.

Other outstanding features of this plant are the arrangements which have been made for proper ventilation and lighting. Running lengthwise through the entire building is a monitor extending six feet above the roof. The north wall is equipped with louvers through which the plant is ventilated. This monitor serves, therefore, not only for light, but acts as a vent for all steam and odors which would otherwise be confined in the plant. The design of this construction is based upon observation drawn from the experience of many other plants. Needless to say, night-time illumination is in accordance with the latest developments in that field.

Packing tables are of a new design, with enamel-lined shallow sinks. This type of sink is considered superior to the deeper style, because it enables operators to handle fruit without bruising it.

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Berlin Chapman Machines

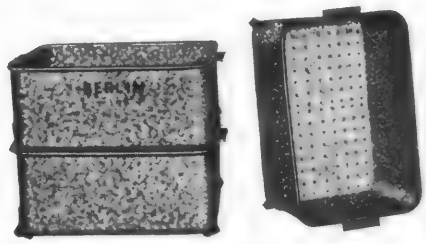
one for every canning operation

Complete Plant Equipment

Berlin Chapman Engineers are worth consulting as they have built and laid out complete canning plants in all parts of the United States; and they are largely responsible for the complete line of canning machinery which we manufacture. No matter what your canning machinery problem it can be solved by using our machinery.

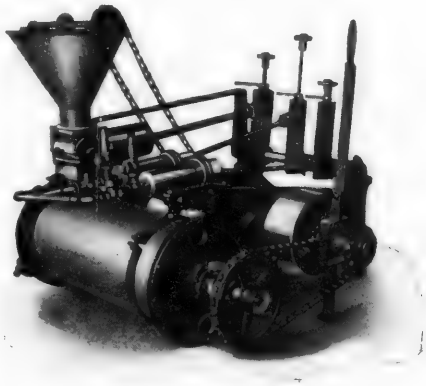
SCALDER FOR TOMATOES

Our improved Tomato Scalder has both a reserve of capacity as well as giving a uniform scald. It keeps your peelers contented.



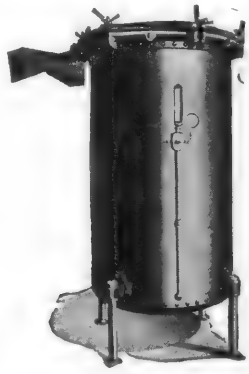
FIELD BOXES FOR PEAS

Berlin Chapman improved Field Steel Handling Boxes, stack on one another and still leave space for ventilation.



PROPORTIONING CORN MIXER HEATER

This new Berlin Chapman Proportioning Corn Mixer and Heater mixes the corn with exact proportions of salt and sugar, then adds sufficient water for consistency and heats the mixture to a uniform heat.



RETORT

BERLIN CHAPMAN CO., Berlin, Wisconsin

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

Can-closing machines are of a type which hss just been perfected, and are the first of the kind to be installed in any cannery. There are six of them, and each has a capacity of 150 cans per minute. One of the unique fatures of these machines is that they will handle full packed cans without crushing or bruising the fruit.

As cans pass from the closing machine to the round-shell cookers they are passed through a spray wash, which thoroughly cleans them, thus insuring a clean can, free from spots or stains. Cookers are of the newest type, and the first of their design to be installed anywhere.

Joseph and George Shapiro organized the California Sanitary Canning Company in 1917. The total production of that first year was only 4,000 cases. This has been increased steadily from year to year, until it is expected that the first year's pack in this new plant will be in the neighborhood of 500,000 cases of peaches, apricots, pears, pimientos and spinach.

TRUCK CROPS FOR MANUFACTURE

By the Bureau of Agricultural Economics, Division of Crop and Livestock Estimates, Truck Crop Section, United States Department of Agriculture.

Washington, June 13, 1929.

Snap Beans, Sweet Corn, Green Peas and Tomatoes. Condition of crops on June 1, compared with conditions in previous years.

State	Snap Beans				Sweet Corn			Green Peas.			
	June 1, '29	May 15, '29	June 1, '28	10-yr. av., June 1	June 1, '29	June 1, '28	10-yr. av., June 1	June 1, '29	May 15, '29	June 1	10-yr. av., June 1, '28
	Pc.	Pc.	Pc.	Pc.	Pc.	Pc.	Pc.	Pc.	Pc.	Pc.	Pc.
Arkansas	74	*70	88	83	....	....	....	....	....	....	....
California†	81	82	*	*	....	....	....	60	68	78	79
Colorado	*	*	95	88	....	....	....	90	*98	99	92
Delaware	*95	*	100	84	*90	80	79	88	88	87	75
Illinois	....	....	....	....	87	89	84	92	85	91	85
Indiana	*85	■	100	74	59	94	82	90	93	92	81
Iowa	....	....	....	....	88	92	83	....	....	....	....
Kentucky	....	....	....	....	....	....	....	....	....	....	....
Louisiana	■	*	*	*	....	....	....	....	....	....	....
Maine	*	*	75	81	*	*	■	*	*	*	*
Maryland	87	*	88	84	*77	86	79	89	91	93	75
Michigan	*95	*90	95	89	*	*	*	■	*	87	83
Minnesota	....	....	....	....	*82	82	85	■	*	86	89
Mississippi	83	84	58	75	....	....	....	....	....	....	....
Missouri	....	....	....	....	....	....	....	....	....	....	....
Nebraska	....	....	....	....	*84	100	87	....	....	....	....
New Hampshire	....	....	....	....	■	*	*	....	....	....	....
New Jersey	....	....	....	....	....	....	....	90	90	90	84
New York	■	*	98	91	*74	91	81	83	68	92	86
Ohio	....	....	....	....	58	79	76	*72	*91	72	81
Oregon	*90	*	*	■	....	....	....	....	....	....	....
Pennsylvania	75	*88	75	78	*89	85	82	84	87	86	84
South Carolina	*70	*85	75	64	....	....	....	....	....	....	....
Tennessee	*62	*50	85	80	....	....	....	....	....	....	....
Utah	88	*82	97	90	....	....	....	*76	*90	96	95
Vermont	....	....	....	....	*	■	*	....	....	....	....
Virginia	....	....	....	....	....	....	....	....	....	....	....
Washington		■	86	79	....	....	....	....	....	....	....
Wisconsin	76	■	89	86	81	89	82	78	72	84	87
Other States	73	*67	83	80	*80	82	83	83	83	80	78
U. S., average	73	77	88	85	78	88	82	81	78	87	86

State	June 1 1929	May 15 1929	June 1 1928	10 yr av. June 1
	Pct.	Pct.	Pct.	Pct.
Arakansas	73	74	79	78
California†	75	88	91	92
Colorado	*	*	89	84
Delaware	*82	*80	75	76
Illinois	*89	*	96	76
Indiana	73	*86	86	74
Iowa	87	*75	91	78
Kentucky	*74	*81	69	72
Louisiana	....	....	....	....
Maine	....	....	....	....
Maryland	80	*72	74	81
Michigan	83	■	72	81
Minnesota	....	....	....	....
Mississippi	....	....	....	■
Missouri	82	80	77	78
Nebraska	....	....	....	....
New Hampshire	....	....	....	....
New Jersey	85	82	77	82
New York	90	■	95	86
Ohio	88	*92	79	82
Oregon	....	....	....	....
Pennsylvania	85	■	89	81
South Carolina	....	....	....	....
Tennessee	78	81	84	78
Utah	93	*91	96	91
Vermont	....	....	....	....
Virginia	84	89	86	76
Washington	....	....	....	....
Wisconsin	....	....	....	....
Other States	81	81	92	82
United States, average	80	82	82	79

*Condition spaces are starred to indicate that no reports were received from canners or that they considered it too early to make an estimate. Condition figures are starred where the reports received were not sufficiently representative of a state's important canning areas to be reliable for comparative purposes. In such instances the figures are given only to indicate conditions in the few areas for which canners made reports.

Canning crops are very late in many sections this season, particularly in some Northern States, where planting has been delayed. Little or no planting had occurred by June 1 in many of these northern areas.

†May 15 and June 1 condition figures are those reported for the commercial (table) crop.

Slaysman & Co.

Automatic Can Making Machinery

801 E. Pratt Street :-: Baltimore, Md.

USE PRESSURE COOKERS OR ADEQUATE CURING OR ACIDIFICATION IN CANNING NON-ACID FOODS

RESEARCH and practical experience have demonstrated, says Dr. A. F. Woods, director of scientific work, U. S. Department of Agriculture, that non-acid food products, like asparagus, beans, corn, peas, beets, spinach, fish and meats, except when adequately cured or adequately acidified, cannot be safely canned by processing in boiling water only, but must be sterilized under pressure with approved time and temperature.

Pressure cookers are now standard equipment, and are readily available at small cost. The department does not recommend any particular make, although attention is called to the importance of having the pressure kettle equipped with thermometer and pressure gauge for proper control.

"There is now no excuse," says Dr. Woods, "for continuing to take risks involved in canning non-acid foods without adequate pressure cooking or curing or acidification. All recommendations by the Department of Agriculture will hereafter make this clear and emphatic."

News Around The Industry

The Doings of Canners and Others in All Sections of the Country—
A Family Chat of Every Day Happenings.

New York State Canners Meet—The Association of New York State Canners will meet at the State Experiment Station at Geneva Wednesday, June 26th. The morning will be given up to reports on research work in canning crops production and the afternoon to an inspection trip.

Retailers Organize—The Quality Service Stores of Richmond, composed of approximately 150 independent retail grocers, bnded together for co-operative work and advertising, will begin operating about June 14, it has been announced by W. A. Page, treasurer of the organization.

A. E. Ennis with Kentucky Canning Co.—Arch E. Ennis, chemist for E. V. Stockham, Inc., Havre de Grace, Md., has accepted a position with the Kentucky Canning Company, of Paris, Ky., as superintendent of one of their canning plants.

Waste Tomato Skins Used as Fertilizer—Chemistry has changed waste tomato skins into a useful fertilizer, says an announcement from the American Chemical Society.

Wastes from peas, beets and corn are under experiment with the hope of converting them into fertilizer, and with promising prospects.

Resume Brokerage Business—Norman L. Waggoner, Inc., 260 California street, San Francisco, have announced to the trade they have resigned their connection as Pacific Coast purchasing agents for the Merchants Service Corporation, and will devote their entire efforts through their regular brokerage channels, as has been their policy in the past.

Continental New Plant Operating—The new plant of the Continental Can Company at Los Angeles, Cal., is now in operation, and work has been commenced on the erection of one in an east-bay unit of Greater San Francisco.

Dead—Charles W. Hewitt, warehouse foreman at the cannery of the J. H. Flickinger Co., of San Jose, Cal., passed away of heart trouble at Atascadero, Cal., June 10, while on an automobile trip with his family to the southern part of the State.

STANDARD OF FOOD PRODUCTION IS HIGH

THOUGH public regulation is given the major credit for the comparatively high standards of commercial food now prevalent in the survey of the National Bureau of Economic Research, the desire on the part of food manufacturers and suppliers to please the customer is mentioned as a large controlling factor in keeping the standard higher.

The survey of the National Bureau of Economic Research, published with the report of the Committee on Recent Economic Changes, under the title "Recent Economic Changes," contains a chapter dealing with changes in consumption and the standard of living, by Dr. Leo Wolman, who writes:

"Almost every year witnesses an increase in the public control over the production and sale of foodstuffs, through regulations extending all the way from grower to final consumer. Inspection of dairies, public efforts to eradicate bovine tuberculosis and to eliminate typhoid germs, tests of milk for bacteria count and butter fat content, and enforced pasteurization, have raised the effective standards for fresh milk, especially as concerns its safety for human consumption and probably to some degree making for higher food value.

"Meat inspection, particularly by the federal service and city inspectors, has limited the sale of products made in part from the materials that are disease-producing, decomposed, revolting, unclean or otherwise unfit for food, though such control is by no means universally effective, and there are indications that uninspected local slaughter has increased.

"Measures to prevent the sale of fruits and vegetables containing poisonous residues from spraying or other treatment, and to insure the wholesomeness of canned foods, are increasingly applied by commercial enterprises on their own account or under public control.

"The level of sanitary conditions under which other foods, including bakery products, are processed and sold has risen, partly as a result of public inspection, partly in consequence of the larger scale of enterprise, and partly because of the desire to appeal to the consumer's desire for assurance on this score. To a considerable extent, indeed, such regulations and practices rest upon esthetic rather than physiological foundations; but the net effect has been to improve, to a notable extent, the quality and reliability of foods of all kinds."

The investigations of the National Bureau of Economic Research, lasting over a year and covering all phases of economic activity in America in the years after the war, were conducted at the request of the Committee on Recent Economic Changes, which has been appointed with the then Secretary of Commerce Herbert Hoover as chairman, to make a study of factors of stability and instability in our economic life.

THE BOOK YOU NEED ! !

"A Complete Course in Canning."

5th Edition *386 Pages* *Price $10.00*

Published by THE CANNING TRADE.

Wanted and For Sale.

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes, 15 to 500 gallons, always in stock, all extra heavy and tested 225 pounds pressure. Also New Copper Pulp Coils in stock, for 1000 gallon tanks.

Hamilton Copper & Brass Works, Hamilton, Ohio
Kettle Manufacturers, Established 1876

FOR SALE—200 gal. copper steam jacketed kettles, reconditioned, excellent value.

Address Box A-1593 care of The Canning Trade.

FOR SALE—20 Peerless Huskers. We are authorized by a corn canner to offer for sale his 20 Peerless Huskers in excellent operating condition; all roller chains; soft rubber rolls. 1926 type ear placer. Price $75.00 each F.O.B. Illinois point.

The United Co., Continental Trust Bldg.,
Baltimore, Md.

FOR SALE—No. 3 Ayars Double Rotary Filler. Used two seasons since rebuilt. Good condition.

A. L. Jones & Son, Quantico, Md.

FOR SALE—One Invincible Pea Picking Table. Frame in good condition. Needs new belt and new wire fingers. Price $40.00.
One Whole Grain Corn Silker and Fan, in good used condition. Price $75.00.
One Endless Belt Picking Table, 8 feet 6 inches long, 18 inch belt. Frame in good condition. Belt needs repairs. Price $25.00.
All f.o.b. New Freedom, Pa.

Charles G. Summer Jr., Inc., New Freedom, Pa.

FOR SALE—We offer a No. 5 Monitor String Bean Grader, thoroughly factory rebuilt and guaranted to be in perfect modern condition, at a surprisingly low price. Immediate shipment can be made. Wrie us. You will have to hurry to get this bargain.

Huntley Mfg. Co., Brocton, N. Y.

FOR SALE—
250 ft. No. 77 Rex detachable Chain Conveyor.
Bolted to this chain every three feet are oak flights 1" thick, 10" long and 3½" wide.
2 12 tooth Sprockets, with necessary shafting.
13 Single Iron Roller Inspection Tables, 37" high, 51½" long, 21" wide over all. Wooden Rollers, 16" long, 2⅜" diam.
Will make very reasonable price on this excellent equipment.

Smithfield's Pure Food Co., Inc., Hilton, N. Y.

FOR SALE—One Urschel Gooseberry Snipper, entirely new.

Address Box A-1864 care of The Canning Trade.

FOR SALE—One Heller Fruit and Berry Washer used but one month. Will sell at a bargain.

Bewley Bros. Canning Co., Inc., Middleport, N. Y.

FOR SALE—One 100 H. P. Kewanee Down Draft Steam Boiler built for 100 lbs. pressure. One 10 H. P. Verticle Steam Engine. Two 5¼ x 3½ x 5 Steam Driven Platt Iron Works Boiler Feed Pumps. One 5" Grease Extractor. Sump and Condensation Tanks. Steam Traps. Valves. One F-M Steam Driven Deep Well Pump Head, 4¼" Cylinder.

E. S. Mobley & Bros., Box 196, Frederick, Md.

FOR SALE—Rebuilt Continuous Cooker for No. 2, No. 2½ and No. 3 cans. First class condition. Price reasonable.

Souder Mfg. Co., Bridgeton, N. J.

FOR SALE—3 Monitor Wonder Continuous Agitating Gallon Cookers, rebuilt as good as new, at bargain price.

The C. H. Musselman Co., Biglerville, Pa.

FOR SALE—Tomato Scalder and Washer, Sprague pattern.
1 Open Kettle 62 x 42.
Both as good as new.

Whiteford Packing Co., Inc., Whiteford, Md.

FOR SALE—At a Bargain
1—50 h.p Erie City Economic Boiler
1—80 h.p. Erie City Economic Boiler
1—100 h.p. Vertical Boiler
Good for 100 lbs. pressure.

B. F. Pope, 306 New Amsterdam Bldg., Baltimore, Md.

Wanted—Machinery

WANTED—Two Rotary Tomato Washers. Give price, description and full information in first letter.

Alexandria Packing Corp., Alexandria, Ind.

WANTED—
Continuous Cooker for No. 2 cans.
Bean Cutter.
Small Generator.
Closed Retorts, 60 in. deep or less.

G. B. Morrow, Roxbury, Pa.

WANTED—One used (in good condition) Ayars Pea Filler, describe fully. If available send cut.

Warrensburg Cang. Co., Warrensburg, Ill.

References:
CITY STATE BANK
of Chicago

FOOD PRODUCTS
JOBBERS SUPPLIES

MESSCHER
BROKERAGE COMPANY

473 W. ERIE STREET, CHICAGO. PHONE SUPERIOR 0917
RELIABLE ACCOUNTS WANTED

Real service without conflicting accounts

S. Messcher established in Chicago since 1912

CANNED FOODS
SPECIALTIES

For Sale—Factories

FOR SALE—Canning Factory located at Marston, N. C. Right in the heart of the famous Peach, Dewberry and trucking section of the State. Factory, machinery and warehouse cost about $12,000. Machinery nearly new, only operated three seasons. Will sell for half of cost price. Reason for selling owners haven't necessary experience to operate it. See or write

E. N. Rhodes, Hamlet, N. C. (Liquidating Agent)

For Sale—Plants

PLANTS FOR SALE—Before buying Tomato, Sweet Potato and Pepper plants get our wholesale prices.

Wholesale Plant Co., Thomasville, Ga.

TOMATO PLANTS—Now ready. Marglobe, Bonny Best, Stone, Matchless and Baltimore. Shipping capacity half million daily. Plants strong and hardy. Well packed and good delivery absolutely guaranteed. Write or wire for prices. Cabbage, Pepper and Sweet Potato plants ready also.

J. P. Council Co., Franklin, Va.

For Sale—Seed

FOR SALE—20 bushels Burpee's Stringless Green Pod Beans grown by Associated Seed Growers.

Scott & Daly, Dover, Del.

FOR SALE—

About 400 pounds Giant Stringless Bean Seed at 25¢ per pound.

700 pounds Stowell's Evergreen Corn Seed at 10¢ per pound.

F.O.B. Stewartstown, Pennsylvania.

Hartlove Packing Co., 3502 Wabash Ave., Baltimore, Md.

Miscellaneous

ENGLISH MARKET AFFORDS EXCELLENT OPPORTUNITY—We are extremely well situated to introduce a line of American canned foods to all the leading importers and large buyers of Great Britain, with whom we are very intimate. We are open to act as agents for a really reliable American firm for any kind of canned foods and can guarantee immediate and satisfactory results.

S. W. Partington, 19 Conduit St., London, W. C. I, England.

Help Wanted

WANTED—A first class Catsup and Chilli Sauce Cook, who can make a high grade fancy product as well as a standard product. Must be efficient worker and have good reputation. Give references. One preferred who also fully understands the harvesting, curing and packing of a full line of Pickle products.

Address Box B-1661 care of The Canning Trade.

WANTED—Experienced man to handle sales and development work for established company manufacturing special canning equipment. In answering, state experience and general qualifications, with references.

Address Box B-1668 care of The Canning Trade

WANTED—Canadian Factory packing vegetables will be requiring the services of a Processor for the canning season. Applicants please state experience, age, products packed and salary expected for the season or eventually by the year.

Address Box B-1671 care of The Canning Trade.

WANTED—A Soup Cook who can make the full line of condensed Soups and the packing of Spaghetti.

Address Box B-1676 care of The Canning Trade.

HELP WANTED—Foreman for small Tomato canning plant in Kent Co., Md. Must be familiar with machinery, able to repair and keep it going, and an all round canning man. Will open plant in August.

Shorewood Packing Co., Golt, Kent Co., Md.

WANTED—Chemist familiar with Tomato Puree, Catsup, Soup, etc. Also a first class Cook who is familiar with making Catsup and a full line of soups. Year round positions. Address with references, stating age and salary wanted.

Address Box B-1682 care of The Canning Trade.

WANTED—Foreman who is thoroughly familiar with canning vegetables, grapefruit juice and grapefruit. Must be sober, reliable and capable of running production end of factory.

S. S. Goffin, Jacksonville, Fla.

Situation—Wanted

POSITION WANTED—By Superintendent with some firm. This man will go anywhere. He is a machinst, a fine Pea and Tomato Packer and has been in the game 20 years. References.

Address Box B-1652 care of The Canning Trade.

POSITION WANTED—Experienced Canned Foods Salesman and Correspondent at present calling on jobbers and retail trade, would like to make permanent connection with substantial packers or distributors, preferably in sales office.

Address Box B-1683 care of The Canning Trade.

POSITION WANTED—Experienced Processor, Builder and Manager of canning factories desires engagement for 1929 or longer with canning company. Familar with every detail of the business, from planting to packing and selling.

Address Box B-1681 care of The Canning Trade.

POSITION WANTED—To build or manage and superintend cannery packing most all lines. 30 years experience.
Address Box B-1662 care of The Canning Trade.

POSITION WANTED—Quality Pea Packer desires position for season. 17 years experience all departments. Best of references.
Address Box B-1679 care of The Canning Trade.

POSITION WANTED—As Superintendent Processor or Assistant in canning plant. Quality packer of Corn, Peas, Tomatoes, String Beans, in either 1's, 2's or 10's, also all Fruits and other Vegetables. 25 years experience in all lines with best of references. Now open for position. Can come at once.
Address Box B-1666 care of The Canning Trade.

POSITION WANTED—As Superintendent Processor in a canning plant, by a man of 25 years experience packing fruits and vegetables. Can furnish good references.
Address Box B-1680 care of The Canning Trade.

Can prices
1929 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1	size	$15.03 per M.
No. 2	size	20.94 per M.
No. 2½	size	26.40 per M.
No. 3	size	28.52 per M.
No. 10	size	62.96 per M.

AMERICAN CAN COMPANY
CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND CANCO DISPLAY FIXTURES

—Since 1913— Reference: National Bank of Baltimore
CANNED FOODS BROKERS COMMISSION MERCHANTS
Howard E. Jones & Co., Inc.
200-202 E. Lombard St. at Calvert St., Baltimore, Md

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We do not know of a single canner who has used the ⅝ field Hamper who has changed back to crates.

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H. GAMSE & BRO.
Lithographers
GAMSE BUILDING
BALTIMORE MARYLAND

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co. *Howard E. Jones & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

ASPARAGUS* (California)	Balto.	N.Y.
White Mammoth, No. 2½	.....	3.25
Peeled, No. 2½	.....	3.25
Large, No. 2½	.....	3.25
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	3.00
Medium, No. 2½	.....	3.00
Small, No. 2½	.....	3.00
Tips, White, Mammoth, No. 1 sq.	.....	3.00
Small, No. 1 sq.	.....	3.00
Green, Mammoth, No. 1 sq.	3.40	3.00
Small, No. 1 sq.	2.80	3.00
BAKED BEANS‡		
Plain, No. 1	.80	.85
No. 2	.....	1.05
No. 3	.....	.....
In Sauce, 18 oz.	.80	.90
No. 2	1.00	.....
No. 2½	1.50	1.65
No. 10	5.00	5.75
BEANS‡		
Stringless Stand, Cut Green No. 2	1.15	1.30
Standard Cut Green, No. 10	5.50	6.75
Standard Whole Green, No. 2	1.25	.....
Standard Cut Wax, No. 2	.....	.....
Standard Cut Wax, No. 10	6.50	.....
Red Kidney, Standard No. 2	.90	1.00
Standard, No. 10	4.50	Out
LIMA BEANS‡		
Prices nominal.		
No. 2, Tiny Green	2.25	2.40
No. 10	12.00	.....
No. 2 Small Green	1.85	1.95
No. 10	11.00	.....
No. 2, Mixed and White	1.40	1.50
No. 10	8.75	.....
No. 2, Fresh White	1.30	1.35
No. 10	.....	.....
Soaked, No. 2	.90	.....
BEETS‡		
Baby, No. 2	.....	1.90
25—30, No. 2	1.50	1.60
15—20, No. 3	.....	.....
Cut, No. 2	.....	1.30
Cut, No. 10	.....	.....
Whole, No. 10	.....	5.50
Sliced, No. 10	.....	.....
CARROTS‡		
Standard Sliced, No. 2	.....	1.30
Sliced, No. 10	5.00	5.50
Standard Diced, 8 oz.	.75	1.30
Diced, No. 10	5.00	5.50
CORN‡		
Standard Evergreen, No. 2	.....	1.55
F. O. B. Co.	.....	.....
Standard Shoepeg, No. 2	.....	.....
F. O. B. Co.	.....	.....
Extra Standard Shoepeg, No. 2	1.85	1.65
F. O. B. Co.	1.85	1.65
Fancy Shoepeg, No. 2	.....	1.80
F. O. B. Co.	.....	.....
Standard Crushed, No. 2	1.00	1.05
F. O. B. Co.	.95	.....
Extra Standard Crushed, No. 2	1.00	.....
F. O. B. Co.	1.00	1.10
HOMINY‡		
Standard Split, No. 3	1.10	1.15
Split, No. 10	3.50	3.80
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard No. 2	1.35	1.45
No. 10	7.25	.....
PEAS‡		
No. 1 Sieve, No. 2	1.25	.....
F. O. B. Co.	1.15	.....
No. 2 Sieve, No. 2	1.15	1.25
F. D. B. Co.	1.05	.....
No. 3 Sieve, No. 2	.95	.....
F. O. B. Co.	.90	.....
No. 4 Sieve, No. 2	.90	.....
F. O. B. Co.	.85	1.10
No. 3 Sieve, No. 10	4.75	.....
No. 4 Sieve, No. 10	4.50	5.75
E. J. Standard, No. 4 Sieve, No. 1	.65	.....
Petit Pois	.80	.....
Fancy Petit Pois, No. 1	.....	.....
PUMPKIN‡—Prices on application.		
Standard, No. 3	.....	.....
No. 10	.....	.....
No. 2	.....	.....

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	1.00	1.10
No. 2½	1.25	.....
No. 3	.....	.....
No. 10	4.00	4.50
SPINACH‡		
Standard, No. 2	.95	1.00
No. 2½	1.30	1.35
No. 3	1.40	1.45
No. 10	4.25	4.50
SUCCOTASH‡		
Standard Green Corn, Green Limas	.....	.....
No. 10	7.50	.....
Standard Green Corn, Dried Limas	1.25	1.35
(Triple) No. 2 (with tomatoes)	.....	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. Co.	.85	.85
No. 2½	.....	1.25
No. 3	.....	1.30
No. 10	3.75	.....
TOMATOES‡		
Extra Standard, No. 1	.....	.....
F. O. B. Co.	.....	.....
No. 2	.....	.....
F. O. B. Co.	.....	.....
No. 3	.....	.....
F. O. B. Co.	.....	.....
No. 10	.....	.....
F. O. B. Co.	.....	.....
Standard, No. 1	.92½	.95
F. O. B. Co.	.....	.....
No. 2	1.30	.95
F. O. B. Co.	1.30	.95
No. 2½	.....	.....
F. O. B. Co.	.....	.....
No. 3	.....	2.00
F. O. B. Co.	.....	.....
No. 10	5.75	6.00
F. O. B. Co.	5.50	6.00
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.....	.80
No. 10, Whole Stock	.....	5.00
Standard No. 1 Trimmings	.....	.65
No. 10 Trimmings	.....	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	4.75
Michigan, No. 10	.....	4.75
New York, No. 10	.....	5.00
Pennsylvania, No. 10, water	3.35	.....
Maryland, No. 3	.....	.....
No. 10, solid pack	3.50	4.00
APRICOTS* (California)		
Standard, No. 2½	2.50	2.45
Choice, No. 2½	2.85	2.75
Fancy, No. 2½	.....	3.00
BLACKBERRIES*		
Standard, No. 2	1.35	1.45
No. 3	.....	.....
No. 10 Water	5.65	6.00
No. 2 Preserved	.....	1.75
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.40
No. 10	12.00	12.00
CHERRIES*		
Standard, Red, Water, No. 2	1.40	1.50
White Syrup, No. 2	1.75	1.85
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	12.50	14.00
California Standard 2½	.....	2.75
Choice, No. 2½	.....	3.00
Fancy, No. 2½	.....	3.20
GOOSEBERRIES*		
Standard, No. 2	.....	1.20
No. 10	.....	5.75
PEACHES*		
California Standard, No. 2½, Y. C.	2.05	1.80
Choice, No. 2½, Y. C.	2.25	2.10
Fancy, No. 2½, Y. C.	.....	2.35
Extra Sliced Yellow, No. 1	1.25	1.20
Standard White, No. 2	1.40	1.50
No. 3	.....	.....
Extra Standard White, No. 3	1.75	1.90
Seconds, White, No. 3	1.30	1.45
Standard Yellow, No. 2	1.40	1.50
Yellow, No. 3	.....	.....
Extra Standard Yellow, No. 3	1.90	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
Seconds, Yellow, No. 3	1.35	1.45
Selected Yellow, No. 3	1.75	.....
Pies, Unpeeled, No. 3	.....	1.20
Peeled, No. 3	.....	.....
Unpeeled, No. 10	3.25	.....
Peeled, No. 10	5.00	5.00
PEARS*		
Standards, No. 2, in syrup	1.05	.....
No. 3	1.65	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	.....	.....
Extra Standards, No. 2, in Syrup	1.25	.....
No. 3	1.85	.....
California Bartletts, Standard 2½	2.70	2.60
Choice	.....	3.25
Fancy	.....	3.75
Standard, No. 10	.....	9.25
PINEAPPLE*		
Bahama, Sliced, Extra, No. 2	.....	.....
Grated, Extra, No. 2	1.75	.....
Sliced, Extra Standard, No. 2	.....	.....
Grated, Extra Standard, No. 2	.....	.....
Hawaii Sliced, Extra, No. 2½	2.70	2.60
Sliced Standard, No. 2½	2.60	2.45
Sliced Extra, No. 2	.....	2.25
Sliced Standard, No. 2	.....	2.20
Grated, Extra, No. 2	.....	2.00
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	10.00	10.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	1.10	.....
Preserved, No. 2	2.10	.....
Extra, Preserved, No. 1	1.15	1.25
Extra, Preserved, No. 2	2.20	2.30
Standard, Water, No. 10	.....	7.25
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.50
No. 10s	14.75	12.75

Canned Fish

HERRING ROE*		
10 oz.	.....	1.15
15 oz.	.....	1.40
17 oz.	.....	1.50
18 oz.	.....	1.60
19 oz.	.....	1.65
Standard, No. 2, Factory, 18 oz.	.....	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	4.00
¼-lb. cases, 4 doz.	.....	2.25
OYSTERS*		
Standards, 4 oz.	1.25	1.40
5 oz.	1.35	1.50
8 oz.	2.50	2.65
10 oz.	2.70	2.90
Selects, 6 oz.	2.50	2.60
SALMON*		
Red Alaska, Tall, No. 1	3.50	2.65
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.75	1.80
Columbia Flat, No. 1	.....	4.85
Flat, No. ½	.....	2.85
Chums, Tall	.....	1.60
Medium, Red, Tall	.....	2.00
SHRIMP*		
Dry, No. 1	.....	1.80
Wet, No. 1, Large	1.85	1.90
SARDINES* (Domestic), per case		
F. O. B. Eastport, Me., 1928 pack		
¼ Oil, Keyless	.....	†3.75
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.75
¼ Oil, Carton	.....	†4.75
⅝ Mustard, Keyless	.....	†3.00
California, ½, per case	.....	†16.00
Oval, No. 1	.....	†4.60
TUNA FISH* (California), per case		
White, ¼s	.....	8.00
White, ½s	14.00	14.50
White, 1s	.....	25.00
Blue Fin, ½s	.....	7.00
Blue Fin, 1s	.....	13.25
Striped, ½s	.....	6.50
Striped, 1s	.....	12.50
Yellow, ½s	.....	7.00
Yellow, 1s	.....	13.25

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BY MORE CANNERS
THAN EVER BEFORE

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THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

The Markets

BALTIMORE, JUNE 24, 1929

WEEKLY REVIEW

Heat Catches the Pea Crop—Some Sections Through, Others Just Beginning—Weather the Great Factor. Fruit Growers Ask Too High Prices.

HEAT HURTFUL—The unfavorable weather that has plagued the canners ever since the beginning of the 1929 season has continued this week, and with just a few troubles added, apparently, for good measure. In almost, if not all, canning sections the heat has been terrific this week, and for the pea canners this has been a misfortune. The degree of injury will, of course, depend upon the location and the condition of the pea crop, but it has caught many, and worried all. Over on the 'Shore they had about completed their pea-canning operations before the hot spell set in. As a result, it is the general opinion that they have gotten a normal output in quantity and of rather better than average quality. The Peninsula section, laying between the great bodies of water, the Atlantic Ocean and the Chesapeake and Delaware Bays, has fared better with the uneven and erratic rains, cool weather and some sunshine of the early period than have the inland sections to the west of it. Their pea crops squeezed through on this. When you get to the Western Maryland region, where pea canning is a very considerable factor, they are always a little later, and so they caught the heat spell on the tail end of their pea crop. Heat such as this rushes the pea to maturity so fast that they cannot be handled before they are too hard, and in fact it makes "shot" of even immature peas, so that the canners have much trouble in handling. When you get further west, in Ohio, Indiana and Illinois, the season is still later, and they have been blasted with intense heat, the amount of damage to the pea crop, which was late because of the cold, unfavorable weather of the entire spring, remains to be seen. At the end of the week the heat abated slightly. Their planting schedules had been badly disarranged, and now the intense heat adds trouble in "bunching" the crop. Indiana and Illinois are well along with their pea packs, and Southern Wisconsin, Michigan and Minnesota, and parts of New York State, are beginning. If the weather will but moderate slightly they will have a fair show.

It is because of these conditions that one hears so much in the market about a surplus of standard peas in this season's pack, and a decided scarcity of fancies. But it is a little too early to pass that as final, and such reports are to be taken with a grain of salt. New York State and Wisconsin have not begun their real work on peas yet, and it is hardly likely that the heat spell will continue through their seasons. So they have plenty of time to take the crop in orderly fashion and work it up carefully, and that is the one great thing about pea canning.

Let the buyers and distributors learn from this happening to the first major crop, peas, that it is easy to produce enormous packs and heavy surpluses at the January Convention and in the wintry blasts of February, but an entirely different thing to get out these packs in season, even if the canners desired to do so. And by the same token, that the canner who allows himself to be stampeded into selling futures at low prices against those January surpluses is even more foolish.

Weather is the factor in the canned foods industry—always was and always will be, despite the scoffings of the great buyers, housed in the canyons of the great cities. Here we are approaching the first of July and many tomato plants have not yet gone into the fields. Read the crop reports and analyze them, and they record conditions as they actually are; in other words, may be taken as correct. Here is the kind of information that is uncolored, presented from the very sources, and bearing the dates as late as it is possible for us to secure them and get into print. Later conditions may be changed, due to changing weather, but we are not offering them as futures, but as present indications.

One other important event of the week has been the naming of fresh fruit prices by the great growers in California. Evidently those who have had their fruit spared by the great freeze of this spring mean to capitalize on it to the utmost. For instance, they have named a price of $80 on peaches, against a price of $20 to $22.50 last year, per ton. And other fruits are priced in proportion. Naturally, this puts a complete stop to the canners who cannot afford to buy and can fruit at such prices. And in the interest of the whole canned fruit business, and the public in particular, the canners should not submit to such prices. The public was becoming a tremendous consumer of canned fruits, first because they found them excellent, and, secondly, be-

cause the price was within reach. If the canners pay what the growers are now asking, through their Association, prices on canned fruits will be forced to a height that the people will not touch them, and all the good progress that was being made will be halted. It would pay the growers better to take the losses which came to them from Nature, and not try to load them on to the canners, for there are other years coming when these same growers will need the canners, and need maximum consumption of canned fruits if they expect to market even a good proportion of their crops. It is a situation that interests all fruit canners everywhere, and not merely the California canners.

THE MARKET—The market remains quiet, as it has been for a long time. What buying is being done is to cover immediate, almost daily, requirements, and this is so in all markets, and not only in this market. The notable thing about this market is that buyers are coming to it who were never here before, the scarcity of so many items driving buyers to any point where they can be found.

Some few carrots have been canned and they are once more in quotation.

Canned corn in this region is about exhausted, and standard crushed has moved back in price to 95c. And it is in better condition throughout the West, the flurry having passed.

There has been a slight readjustment of canned pea prices, some of them higher and others lower, but in the main the market is quite firm, and holders show confidence. The crop situation is too critical to warrant any cuts in price.

Spinach prices have been readjusted and are in the main higher. The crop and pack has not been good anywhere, and there seems to be no supply accumulating, nor likely. Certainly this has not been a spinach growing year in any section, and this must govern the pack and the prices.

What few sweet potatoes are to be found are higher than last week, and may be expected to advance further before new goods can be produced.

There is no market on tomatoes worth mentioning. The job now is to find anyone willing to part with canned tomatoes. The jobbers are parceling out their No. 2½s and 3s at from $2.35 per dozen up, and they are paying about what the holder asks when they must buy goods.

The canned fish, fruit and specialty markets show no changes in prices, and demand is quiet but steady. Jobbers say they are doing a very fair business in such stocks, and replenishing as needed.

NEW YORK MARKET

By "New York Stater,"
Special Correspondent "The Canning Trade."

Taking Daily Requirements—Expect 1929 Packs to Hold Firm Because of Cleaned Up Market—Hunting Canned Tomatoes Now a Game—Good Buying of New Peas—Corn Dull—Beans Advancing—High Prices Demanded by California Fruit Growers May Cause Short Packs.

New York, June 20, 1929.

THE MARKET—A general demand for spot canned foods continued, as during the past few weeks, on a day-by-day basis. Trade sentiment is almost entirely concentrated on avoiding commitments on old stock, preferring to wait, if possible, for the 1929 pack wherever feasible. Despite this, the low stocks of old pack being held insure the strength of their prices, with but few exceptions, in which cases it is feared that the new pack will arrive before they are completely exhausted. Because of this concessions are available in certain vegetables.

An excellent market may be forecast for the 1929 pack, and it is expected that prices, because of the exhausted condition of the trade here, will be on a firm basis.

Southern Tomatoes—Despite firming prices tomatoes are hard to locate in this market. In fact, it is almost impossible to locate the 10s at any price, the last known sale being at $6 for this size. It is also difficult to locate 3s under $2 a dozen. There has not been any marked change in 2s, which have been selling freely at from $1.25 to $1.30, usually the price depending upon the emergency of the buyer. Futures hold practically unchanged at 52½ to 55c for 1s, 80 to 82½c for 2s, $1.22½ to $1.25 for 3s, $3.75 for 10s, at the canneries. Reports of crop damage in the Tri-States has occasioned some alarm here.

Western Tomatoes—Steadiness continues in the Midwest and Pacific Coast, with no important changes in the price situation.

Peas—In expectation of a short crop in fancies, there has been spirited buying of early June peas from the South for future delivery. It is generally feared that adverse weather conditions have affected the Southern pea pack this year. Maryland and Delaware growers experienced some trouble through the hot weather bringing about a premature ripening on the vines. Prices remain unchanged, with canners selling the new pack for spot shipment at 90 to 95c a dozen for 4s standard Alaskas. Extra standards run 10c over these prices. Reports from Wisconsin and New York State packers this week is to the effect that they are operating near production already, and that next week should see them working to capacity.

Corn—Dullness continues to feature the market in corn, which is a strange situation, as reports from canning interests contain an intimation of late crops which may prove desperate should a backward season keep the corn on the stalks into the cold weather and frost period. Western canners seem to have extra large stocks of old pack, however, and are hard put to it to get even 8c per dozen, the low figure which has ruled for several weeks. They are firmer on standards, however, holding at 5 to 7½c over this figure. The Southern market is in about the same condition. Extra standard and fancy quality are in more advantageous positions.

Beans—Very good demand exists in the futures market due to continued bearish reports from the South, including insect damage and a delayed crop. Standard 2s are firm at $1.10, and are selling readily at this figure. There is little spot goods available, and for what canners have they are getting $1.15 at the cannery. The situation is such that canners are confident of unloading their entire 1928 balance at a good price. Added to the general status is the fact that jobbers' stocks are light.

California Fruits—A serious condition has arisen due to the periodical conflict between growers and canners as to prices. Canners are prepared to pack light in 1929, because of anticipated higher prices, and fall back on 1928 carryover to fill their needs. No indication of probable prices to the trade is yet available, but it is

felt that there will be a marked advance over 1928 pack prices. In view of this situation, a firm price condition rules here on all available goods.

Northwest Fruits—There will be an excellent production of choice and fancy grades of Bartlett pears for early pack, which is expected to overcome the problem presented by the demand of growers for higher prices. Northwestern cherries are heavily sold on futures and a well-sold-up condition also exists in berries. Oregon and Washington canners have little 1928 pack left, and prices are therefore on a firmer basis.

Salmon—Continued hot weather has brought on a good buying movement in pinks, which are being featured throughout this territory as an excellent and healthy warm weather delicacy. Reds are also coming in on this movement, which has firmed up the price situation considerably. Chum movement continues steadily in routine movement. There is more interest in futures.

Sardines—Spot buying continues on a firm and active basis, but there have been no other developments of note this week. Good catches are reported in Maine, while those in other sections balance this with reports of poor runs.

Tuna—This commodity has emulated salmon during the present hot spell. There has been no change in prices, other than a marked firmness in existing quotations.

CHICAGO MARKET

By "Observer"
Special Correspondent of "The Canning Trade"

Real Touch of Serious Summer Temperatures Has Stimulated the Movement of Canned Foods—Most Every Jobbing House Has a Long List of Unobtainable Shorts—Corn Market Stronger—Everybody Marking Time on Tomatoes.

Chicago, June 20, 1929.

WEATHER—Chicago has had its first touch of really serious summer temperature, and this has stimulated the movement of a lot of canned foods which are particularly popular in hot weather. Jobbers comment that some of their dusty warehouse piles have begun to move out, and all this contributes to the general cleaning up operations which are going on so vigorously all over the country. Well posted canned foods authorities are venturing the comment that practically every item of new crop will deliver on to a bare market, and it is all a question of generalship as to whether the goods can be marketed most profitably or otherwise.

Most every jobbing house has a long list of unobtainable shorts in canned foods; the only chance for relief is next crop. The general lateness of the season is going to prolong the agony of short stocks, buyers are going to begin to pan brokers and canners pretty hard account slow deliveries, much of which, however, will be due to the delinquencies of Dame Nature.

Reports seem to indicate that country trade territories as well as city are in healthy condition, and Chicago may be counted upon as one of the biggest canned foods users for another year.

Corn—Market is somewhat stronger. Good lots at anything like cheap prices are increasingly difficult to find. We heard of some oversalted goods which were sold cheap. This did not make the market with well-posted buyers, but instead caused some disturbances among resale circles where the buyer passed on the full force of his trade to his customers.

We hear of a generally planned reduction in Country Gentleman pack this year. Understand at least some canners who are obligated to take the product on long-term acreage are planting their fields to field corn instead of Country Gentleman. All these things will bring about a readjustment of price. Country Gentleman has been too cheap for some months past. It will be shorter when 1929 returns are in.

Tomatoes—Everybody marking time through the necessity of conditions which will permit nothing else. No stocks available anywhere. It is hard to remember when tomatoes were as difficult to obtain. Not only Chicago, but every nook and corner in surrounding states, has been scoured for surplus canned tomatoes.

This shortage of spots has directed serious attention on to tomatoes, and futures seem to be doing fairly well. Furthermore, buyers are realizing that the late crop means a short crop, and at least several far-sighted sagacious jobbers are quietly covering their needs with reliable shippers.

Peas—New pack Illinois crop now being delivered. Indiana's also being shipped. 1929 quality is excellent. We understand Iowa will start canning this week, Southern Wisconsin next week and Central Wisconsin about July 4th.

Reports reaching us from Wisconsin indicate that the Alaskas have been injured, some operators report as badly as 25 per cent. Sweets seem to be doing better. Not much change in prices yet, but a distinct firming of ideas on the part of packers.

California Fruits—Excellent inquiry for stocks available from warehouse; relatively small business moving from producing districts, as most buyers want to satisfy themselves as to where to draw the line in their own minds as to crop damage. They realize there has been some frost damage, but many are inclined to believe that it has been capitalized to the extreme.

We hear of a number of canneries who are threatening to refuse to operate on peaches at any such preposterous cost as $80 per ton, whereas $20 to $30 per ton is more like their idea. The question now remains as to whether this threatened reduction in production will not throw the heavy burden of supplying the chains who work on a short profit entirely on to the few who do operate, result an absolute cleanup of everything in sight. While this would be too bad for some of the over-conservative buyers who have refused to touch futures, it might carry far-reaching benefits in restoring confidence to the time-honored custom of placing anticipatory orders, which has fallen into some disuse in recent years on the part of a large number of wholesalers.

Canned Milk—Prices stronger. There were a few canners who had some surplus productions for May and June which was, however, relieved by some special prices for summer delivery. The milk situation is now again on an even keel, with prospect of steady advances as the pastures dry up and fly time begins to pester the cattle into reduced milk production.

Sardines—A good interest still continues in domestic pack, prices steady, one-fourth key carton oils being quoted at about $5.00 ex-Chicago warehouse.

Norway sardines continue unchanged. The price control committee in Norway still has a tight hold of all canners, although somewhat louder rumblings of discontent are heard from some quarters. The complaint seems to be that the unknown smaller canners have agreed to a fixed price, and as a result the better

known brands are having things quite their own way. It is problematical how long the uneconomical feature of such artificial price control can survive. Meanwhile jobbers are working principally on sardines from other countries rather than support what they feel is too high a price.

There are still plenty of Norway sild in this country at prices uncontrolled. It is predicted that they will last another 30 to 60 days, perhaps longer.

Several jobbers are planning to stress a well-handled domestic olive oil sardine instead of sild when the controlled price begins to apply.

THE OZARK MARKET

By OZARKO

Special Correspondent "The Canning Trade."

Hail Does Damage—Scarcity of Tomato Plants—Not All Contracted Acreage Planted Yet—Larger Sales of Future Tomatoes Than Ever—Bean Canning Late and May Lap Over on Tomatoes—Very Light Pack of Spring Spinach—Jobbers Report Very Satisfactory Future Sales to Retailers.

Springfield, Mo., June 20, 1929.

WEATHER—There was considerable rainfall in different parts of the Ozark packing district during the past week. In numerous localities throughout the district hail accompanied the rain, and in some places the hailstones were very large, and very considerable damage was done to the growing crops of all kinds, including the fields of tomatoes. With the lateness of the season and the scarcity of tomato plants it is doubtful if the growers will make any attempt to reset their tomato fields to cover the damage. Just what effect this is going to have in making up the total acreage for the district is quite uncertain. It is very hot today. This is the kind of weather we should have had throughout our section a month ago.

Tomato Acreage—Depending upon the reports that have reached us, we estimate that probably not more than two-thirds of the contracted tomato acreage has been set in the fields. Scattered here and there throughout the district where growers have a supply of tomato plants of proper size for setting in the fields, it seems probable a good many of these growers will continue to set plants, as there have been times in the past when this work was done as late as the end of June, and a fairly good yield of tomatoes harvested from such acreage. It is not reasonable to suppose, however, that a full tonnage yield per acre can be expected from a short crop season. There is considerable doubt as to whether or not tomato acreage in the Ozarks for this year's pack will be as large as last year.

Sales of Future Tomatoes—The total sales of future tomatoes by canners of Missouri and Arkansas up to this date are much larger than the total sales of futures at the same date last year. If the total acreage of tomatoes in these states for this year's pack is no greater than the acreage for last year, then in that case a very large percentage of the coming season's pack has already been sold.

Bean Acreage—The seeding of bean acreage throughout the district which will be used for canning purposes was scattered along through five or six weeks, and it is difficult to arrive at any conclusion as to what the total bean acreage will prove to be. From the very earliest planting canners will soon be packing beans, but the early runs will be light, and these runs will naturally increase as the season advances. The average canner usually plans to be about through with his bean packing by the time the tomato canning season starts up. This season will be somewhat different, as the canning of beans will lap over into the tomato canning period.

Offerings Future Tomatoes—Offerings of future tomatoes throughout the district are very limited, indeed, at this time. Hard to find a canner in any part of the district who would take on orders for more than one to three carloads. As to the matter of prices there is quite a variance. It might be possible to find canners who would confirm a few cars of future tomatoes, 2s standards, at 80c, and 2½ standards at $1.10. On the other hand, you will find more canners who would refuse to confirm sales of 2s standards at less than 85c, 2½ standards at less than $1.15. Some canners, however, are holding the last-mentioned size, and just a few carloads at that, at $1.20 factory. There are a few canners in the district who might take on orders for a few straight cars of future No. 1 standard 10 oz. tomatoes at 52½c to 55c factory points. It would be hard to find any canners who would confirm any sales on the few other sizes that will be packed in the district.

Future Beans—We think it would be possible to find bean canners in the district that would confirm limited number of cars of future cut stringless green beans, No. 303 cans, at 90c to 95c per dozen, No. 2 cans at 95c to $1.00, No. 10 cans at $4.75 to $5.00, f. o. b. factory points.

Spinach—The spring pack of spinach was very light. Only a few canners attempted to pack this popular food product. We do not know of any spot offerings of spinach on the market at present. Several canners are planning to have a fall acreage of spinach, as they will have better luck in packing this product in the fall than they did in the spring. We have heard of no prices being named, however, on future canned spinach from the fall pack.

Greens—Just a limited number of canners put up a small pack of mustard greens, also turnip greens. We think it will be possible to secure confirmation of orders for this food product from good reliable canners: Mustard greens, No. 2 cans, 85 to 90c; No. 10 cans, $4.35 to $4.50; turnip greens, No. 2 cans, 90c; No. 10 cans, $4.50 factory points.

Peach Crop—There will be a very light crop of peaches at some few localities in the Ozarks, but this fruit will likely be marketed fresh, as canners could not buy the fruit as a price that would justify packing same in cans.

Apple Crop—The apple crop in the Ozarks will not be as large as was expected along about the blossoming period; some varieties are fruited very lightly. There will probably be about half a dozen canners in Northwest Arkansas who will likely pack some No. 10 apples from winter variety of fruit. However, we hear of no prices being quoted for future delivery.

Jobbers' Future Sales—Jobbing grocers have reported from a number of different jobbing centers that they have had a very satisfactory volume of business in their sales of future tomatoes to the retail grocers. In some instances that has caused the jobbers to come back in the market and place a second or third order for future tomatoes. These jobbers report their sales have been made at very satisfactory margin of profit, based on the price at which they have futures bought.

Hazards—There are numerous hazards which yet confront the tomato growers and canners before there is any fruit packed into the cans. The average jobbing

grocery buyer tried to impress upon the canner that he takes the big end of the risk in buying future tomatoes. From our personal knowledge it is our opinion that the tomato growers and canners take a far greater risk in the selling of future tomatoes.

THE GULF STATES MARKET

By BAYOU
Special Correspondent of "The Canning Trade"

Shrimp as Scarce as Hen Teeth—Don't Know What the Future Has in Store—Oyster Survey in Mobile Bay Just Finished—General Resume of the Situation.

Mobile, Ala., June 18, 1929.

SHRIMP—Shrimp are as scarce in this section as the proverbial hen teeth, and there will not be any more shrimp canned in this section for the next two months, because the closed season for the canning of shrimp is now on in Alabama, Mississippi and Louisiana, and will last through June and July in Alabama and Mississippi and to August 15th in Louisiana.

Don't know just what the future has in store for the shrimp packers of this section, but if the performance of the past three years is any criterion of what to expect for the coming year, many of the shrimp factories may as well close down, because, due to the scarcity of the raw material, it has been a losing proposition to the majority of the packers.

There is no closed season for the shipping of raw shrimp, and there is a big demand for raw, headless shrimp, but practically no supply. It is encouraging to know that the few shrimp now being caught in Mobile Bay are exceptionally fine, fancy, large stock. Of courrse, large for this section, but not as large as some of the large prawn produced in other sections. In fact, the extra large prawn seldom ever hit this coast.

Oysters—Dr. Paul Galtsoff, oyster expert of the Federal Government Bureau of Fisheries, who was brought to Mobile to survey the oyster situation in Mobile Bay after the flood we had here this spring, has just finished his work and a copy of his report to Senator Black, of Alabama, which appeared in the Mobile Register, is quoted here below:

"1. Public oyster reefs in Alabama waters embrace 5,419 acres in Mobile Bay and the eastern section of Mississippi Sound. The reefs are confined to the area lying between the 3-foot and 12-foot curves. The surrounding bottom is mostly soft mud. Continuous fishing on more accessible reefs and failure to return the shells to the bottoms from which oysters were taken have resulted in the depletion of a number of reefs, which have become unproductive and have been abandoned. During the last three years the commercial fishery was confined to the reefs in the lower part of Mobile Bay (White House, Birmingham and Cedar Point), and to those located at the junction of the Bay an dthe Sound (Grants Pass, Pass aux Herons and others). In the spring of 1929 the oyster population on the reefs in Mobile Bay was almost completely destroyed by the flood. A survey made in May, 1929, has shown that the percentage of survivors on the reefs of Mobile Bay varied from 0 to 6.6; 15 per cent of oysters survived at Grants Pass.

Oysters along the southern shores of Mississippi Sound were not affected by the flood. The oysters on the principal reefs in Alabama waters (White House, Cedar Point and Grants Pass) were either completely destroyed or their number was so reduced that the reefs cannot again become productive unless they are rehabilitated by the planting of new stock.

2. Fresh water entering Mobile Bay comes from the Tombigbee and Alabama Rivers, which empty into the northern part of the Bay, and from the drainage of rain water from the surounding country. The flood that destroyed the oysters in 1929 was due to the unfortunate coincidence, for the first time in 37 years of high stages of water in both rivers and heavy local rainfall. The probability of a recurrence of this rare combination of circumstances is very slight.

3. The laws of the State of Alabama forbid the leasing of public oyster bottoms to private interests and place the development and protection of these under the jurisdiction of the State Conservation Commissioner, whose duty is 'to plant seed oysters and other shells and to enlarge and improve the oyster bottoms' . . and 'to adopt such means as are wise and practicable for the protection and fostering of the oyster industry. Hence, under present conditions the rehabilitation of the destroyed oyster bottoms by the State Commissioner can only be accomplished by adopting the following plan of action:

A. Establish spawning beds.

B. Plant cultoch (shells) in the immediate vicinity of the spawning beds.

C. Restock the reefs with seed oysters.

It is recommended that there be set aside as spawning grounds five acres at each of the following localities: Portersville harbor, south of Heron Bay, Cedar Point Reef, Birmingham Reef and White House Reef, where from 750 to 1,000 bushels of spawners should be planted on each acre of ground. Small numbers of adult oysters are available from Pass aux Herons and Bayou La Batre; the rest should be brought in from Mississippi or Florida.

When oysters are ready to spawn about 1,000 bushels of shells should be planted on each acre of ground in the immediate vicinity of the spawning beds, the total amount of shells depending upon the number of the spawners and their condition. To expedite the restocking of reefs, seed oysters can be planted on the following reefs: White House, Kings Bayou, Birmingham, Cedar Point, Pass aux Herons, Grants Pass, Bon Secour and Shellbanks Reefs. About 500 bushels of seed not two inches in length can be distributed over each acre of bottom. The total amount of seed oysters and shells required for the restocking of the reefs is over 1,000,000 bushels. Probably 75,000 bushels of small oysters can be transferred from Dauphin Island Bay; the rest should be imported either from Mississippi or Florida. It is estimated that the rehabilitation of the reefs will cost $150,000. During the rehabilitation period the reefs should be closed to all oyster fishing and efficiently patrolled.

4. Natural conditions in Alabama waters are favorable for the development of private oyster farming. There exists, both in Mississippi Sound and in Mobile Bay, natural setting grounds, which if properly developed will produce an ample supply of seed oysters. The latter can be transplanted on growing and maturing

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grounds in San Secour Bay and in the deeper water of Mobile Bay, where they will reach marketable size in two years. Oyster farming appears to be the best method of increasing the productivity of the oyster bottoms and would put the industry on a more stable basis than under the present system. It is estimated that by proper cultivation oyster bottoms in Mobile Bay and the adjacent part of the Mississippi Sound can produce more than 800,000 bushels annually.

Under the present state laws for regulating the oyster fishery the development of oyster farming is impossible. Unless they are revised to permit the leasing of oyster bottoms by private citizens and to remove limitations on marketing the product there is little hope that the industry will prosper. The present crisis, caused by the destruction of public reefs, is an opportune time for the revision of the old laws and for the introduction of a new policy of leasing the oyster bottoms to private citizens. There is no doubt that the development of oyster farming on privately leased oyster bottoms will increase their productivity, supply a sufficient amount of oysters to the industry, give steady employment to tongers and increase the revenue to the state."

CALIFORNIA MARKET

By "Berkeley,"
Special Correspondent "The Canning Trade."

Market Quiet, Canners Busy—New Estimates of Crop Yields—Grapes and Grape Products Considered. Peach Growers Set High Prices—Rains Help Asparagus.

San Francisco, June 20, 1929.

MARKET—The spot market is rather quiet just now, but canners have plenty to do in getting ready for the new season and operating departments are veritable beehives of activity. Crop estimates of a very definite character are commencing to come in, growers are naming the prices they would like to receive for their products, and buyers are scouring the growing districts to line up supplies. In the meantime the famous California climate, of which the native is so prone to vault to the skies, is acting much like a bucking bronco, and is performing in a manner declared to be quite unusual. The season has proved a very dry one, the precipitation far below normal, the spring was marked by cold weather, which has played havoc with crops in general, and during the past week a freak rain has visited Northern and Central California, doing considerable damage to cherries, grapes and grain.

The Federal state crop reporting service has come out with an estimate of crop conditions as of June 1, and this indicates in no uncertain manner the effects of the frosts in March and April. The production in cherries is estimated at 14,500 tons, as compared with 18,500 tons in 1928. The shipping varieties were more badly damaged by frost than the Royal Annes and other canning varieties, which are only slightly under those of 1928 in tonnage. The rain of the past week has cut down the tonnage that will be available, however. The condition of plums in Tulare, Kern and Fresno counties is fair, but poor elsewhere. The output will be about 60 per cent of that of 1928. The apricot crop in the Sacramento Valley will be almost a complete failure this year, and that in the San Joaquin Valley will be less than in 1928. Santa Clara, Ventura and San Benito counties promise better crops than last year, with other counties reporting less than a normal output. The crop will be rather below last year's production. The production of peaches for 1929 will be about 296,000 tons, as compared with 618,000 tons in 1928 and 492,000 tons in 1927. The production of clingstones promises to be about 150,000 tons, as compared with 414,000 tons last year, of which 70,000 tons were not utilized. The damage is most severe in the Sacramento Valley, where the most and best fruit is grown. The pear crop for 1929 promises to be the smallest since 1924, and is estimated at 145,000 tons of Bartletts and 21,000 tons of other varieties. Apples promise a rather light crop, particularly of the early varieties, condition being rated at 59 per cent of normal, as compared with 89 per cent at this date last year.

Grapes—A two-day convention of leaders in the grape industry was held at the University of California, Berkeley, June 14 and 15, with several hundred growers, canners and shippers in attendance. A very long program was presented, with some of the subjects and speakers as follows: "Grape Products and the Pure Food and Drug Regulations," C. H. McCharles, State Food and Drug Laboratory; "Canning of Grapes for the Baking Trade," F. A. Triplett, a commercial canner of Modesto; "Canning of Fruits in Grape Juice and in Grape Syrup," W. V. Cruess, associate professor of fruit products, University of California, and F. A. Dixon, horticulturist for the Canners League of California; "The Food Value of Grapes and Their Place in the Diet," C. A. Pitman, technical assistant in fruit products, University of California; "Present Status of the Grape Products Situation," H. A. Caddow; "Pectin Contents of Grapes," G. Marsh and G. H. Pitman, fruit products laboratory; "Powdered Juices," P. H. Richert, fruit products laboratory, University of California; "Table and Industrial Syrups," L. S. Glenn, fruit products laboratory, University of California, and J. C. Brown, of Fresno.

Peaches—The California Cnning Peach Growers Association met at the Hotel St. Francis, Friday, June 14, and set the price of No. 1 canning peaches at $80 a ton. Officials of the organization stated that the prices fixed were based upon general market conditions, the increased buying power of the public and the shortage of fruit crops in the United States.

A. D. Poggetto, of San Francisco, manager of the association, presented a report on the present condition of the peach market and crops, and this was followed by a general discussion. The fifteen directors went into executive session and returned with the $80 and $50 price recommendation, which was adopted.

According to the growers, the expected output for 1929 is about 6,500 cases, as compared with about 15,000,000 cases in 1928. Last year the price to growers was $20 a ton for No. 1 fruit, with no other grade handled. In 1927 the pack totaled more thn 10,000,000 cases, with growers receiving $22.50 a ton. Peak prices were realized in 1920, when some growers received as much as $105 a ton. In 1919 prices reached $88 a ton.

Recent estimates place the unsold surplus from last year at about 2,500,000 cases. Should the pack amount to but 6,500,000 cases, as is figured by growers, this would make a total of 9,000,000 cases to supply market demands during the next year. The prices named for canning stock are definitely above the ideas of canners, who wish to see the price of their canned product kept within reason, and the next month will undoubtedly

witness much bargaining in an effort to secure a reduction which will enable the industry to keep canned peaches in the popular price range.

Asparagus—Cool weather and the rain of early June has stimulated the asparagus crop, and packing is going ahead on a rather heavier scale than usual for the tail of the season, with the output still of excellent qulity. Packers affiliated with the Canners League of California have arranged to continue the advertising campaign which has proved so successful in recent years, and no difficulty is anticipated in moving the entire pack at fair prices. Practically the entire output has been sold before the end of the canning season, it being estimated that canners are holding not more than 20 per cent of the pack. The annual Asparagus Festival, held at Isleton earlier in the month, attracted thousands of visitors. This community is the center of district that produces 90 per cent of the world's supply of canned asparagus.

A meeting of state officials, agricultural leaders and members of the California Development Association was held at Sacramento this week to discuss plans for keeping the Mediterranena fruit fly out of California. It was decided to divide the State into eight geographic areas, and to make a thorough survey to make sure that the pest is not already here. The force of inspectors examining products from other States brought into Califrnia will be increased from 40 to 200.

Gov. C. C. Young, of California, has signed the measure sponsored by the Canners League of California requiring marking of cans containing seconds quality fruit. This measure amends the canned fruit standardization act of 1925 by strengthening the labeling provisions. The top covers of all cans of seconds fruit must carry an indelibly lithographed description indicating the character of the contents. This will go far toward preventing deception in the marketing of California canned fruits of substandard quality.

Reports were recently current that the California Packing Corporation had acquired the business of the Snider Packing Company, but these have been denied by Corporation officials. Basis for rumor was evidently the statement of President R. I. Bentley in his annual report that further expansions were under consideration. Despite the rather unfavorable condition prevailing in the canned food market the past several years, the California Packing Corporation has made steady progress, and is now regarded as one of the leading industrial concerns of the Pacific Coast, with a wonderful future ahead, thanks to splendid management in the past. Since its organization in 1916 this concern has earned a total of $63,042,870 net, and dividends have been paid in the sum of $34,660,985, or 58 per cent of net income. The balance has been ploughed back into properties and added to working capital. Within the last two years it has taken over the properties of the Cambria Canning Company and the Arlington Canning Company, of Wisconsin; the Utah Canning Company and the Morgan Canning Company, of Utah; the Seacoast Canning Company and H. G. Prince & Co., of California. It now operates more than eighty plants, and there is not a month in the year that some of these are not in operation. Earnings last year were at the rate of $7.38 net a share, and already estimates are being made that earnings this year will amount to at least $7 a share.

What Canned Foods Distributors are Doing

All-Automatic Store Markets Food Products Westchester County—50 Talking Robots Replace all Human Sales Help—Western Chain Grocers' Association Holds Record Meet in San Francisco—Quality Service Group Organizes in Richmond.

FIRST ALL-AUTOMATIC STORE—Westchester County's Playland, at Rye, New York, has the first all-automatic store in this country which sells all food products. This establishment is entirely automatic, there being not even an attendant to make change.

This last feature is the one which sets this store in a class by itself. Schulte-United were the first to vend groceries automatically, their store being at Bridgeport, Conn. Since then another has been opened in New York City. But the Playland Park undertaking is believed to be the only one of its particular style.

The new store has an excellent location on the boardwalk. It contains about fifty "talking robots," the mechanical wizards which not only produce the desired goods upon the insertion of the proper coins, but also say pleasantly, after each sale, "Thank you. Play at Playland." There are robots to make change. A quarter dropped in the slot brings forth the proper change in nickels.

Because of this, no attendant is necessary. The machines are refilled daily by a man who uses a small battery-operated car to make the rounds. In addition to the fifty in the store, other units are located at advantage points about the pleasure resort.

The all-automatic store has been established by Frank W. Darling, manager of Playland Park, as an innovation this season. He reports that aside from creating much favorable comment, it has proven a financial success. "In the past," he declres, "we sold many of these articles for the convenience of the park patrons, but the cost of the help prevented the proposition from showing any returns. These mechanical men, however, dispense the articles without any overhead and bring in a substantial profit."

Western Chain Grocers Meet—The annual meeting of the Western Chain Grocers Association opened June 11 at the Palace Hotel, San Francisco, with the largest attendance in the history of the organization. A suggestion was made by Edward Dale, vice-president of Safeway Stores, Inc., that all companies delegate from three to six junior executives to attend the next convention, to be held next February. He held that this would bring together younger men who, aside from becoming better acquainted with trade problems themselves, would bring a new spirit and new ideas into the circle of executives. He said that such a plan would assure an attendance of more than 150 next year. Those at this meeting totaled 60.

The address of President H. A. Ruff was concerned with the vital need for the presentation to the general public of material showing the position of chains with regard to producers, especially of the facilities of large chains to affect widespread distribution of commodities through many units in time of overproduction, thus making a nation-wide market immediately available, which point, he felt, is not generally understood. Mr. Ruff, who, as president of the Piggly-Wiggly Puget Sound Co., of Seattle, speaks from experience and with authority, declared that farmers sometimes were of the opinion that low prices were caused by chains, whereas low prices originally were caused by other factors and merely capitalized by chains in the effort to pass savings on to consumers, which also brings about

a speedier movement of merchandise, saves waste and brings some benefits to producers.

Quality Service Group Ready—One hundred and fifty grocers and eleven wholesalers constitute the organization of Quality Service Stores in Richmond, which got under way as a united group this week. The Richmond group of Quality Stores is the largest in existence. Six States now have Quality groups. An excellent address was delivered by Randolph P. Saunders, secretary of the Richmond Chamber of Commerce, at a meeting held on the evening prior to the start of the group under their new name. Mr. Saunders outlined the evolution of the corner grocery store from the time it was the favorite debating ground up to the present day. He described the grocery store as having taken the place in our national life of the old American tavern and lauded the new idea as exemplified by the Quality Service Stores as an effective means of maintaining the independence of the small business man and of meeting the modern tendency toward concentration of buying and selling.

Motion pictures were brought into use at this meeting to visibly portray the modern methods of displaying and retailing merchandise in grocery stores as compared with the methods of long ago. The Quality Service Stores in Richmond have distinctive fronts and a co-operative purchasing, selling and advertising policy will be pursued.

In outlining present-day business problems, Mr. Saunders pointed out that "ours is a keenly competitive age. Only by obeying the stern laws of economics are we enabled to keep our heads above the tide. The manufacturer must purchase his raw material as cheaply as possible. He must make his product as economically as possible. He must pay especial heed to costs of transportation of both raw material and the finished product. Finally, he must keep sales costs down.

"The Quality Service Stores organization is manifestly going about its problems with scientific methods. One hundred and fifty stores and eleven wholesale stores are joined in this movement. In general charge are men who know the market, who know where to look for economic purchases. The world is your field. With so many of you united you are able to buy in large lots the articles to be distributed throughout your membership. Then you proceed with the problem of efficient selling. You all stand for the same thing. You are agreed that quality goods are on your shelves."

Seek Facts, Rather Than Theories—J. H. McLaurin, president of the American Wholesale Grocers Association, in announcing an important distribution study, says, in addressing the wholesale grocers of the nation: "The greatest demand today in our business is for actual facts regarding the methods distributors are using successfully to overcome mass distribution. And we have arranged to meet this demand for you. We have made arrangements with a special investigator, a man trained in the economies of distribution, to supply us with regular reports of practices and methods that wholesalers have found to be practicable.

"There will be no mere theories expressed in these reports. We are looking for facts—facts that you can apply to your business and that will aid you in solving your problems. Our investigator is in touch with all of the work of various government organizations in the distribution field. Also, he has interviewed, and will continue to interview, some of the most successful wholesale distributors in the country, and we shall pass along to you every sound idea, policy, method and practice that he finds actually in use and producing volume and profits.

"Bulletins based on our investigator's reports will be marked 'distribution study,' numbered serially, and they will be just as important and valuable to you as you make them. If you will consider them carefully and apply the facts they contain to your business, we believe you will find them invaluable. In a general way, the investigator's work and our bulletins will follow this outline:

1—Co-operation with manufacturers, in order to secure the right goods and induce manufacturers to adhere to selling policies that will facilitate rather than hinder uninterrupted distribution.

2—Reducing expenses in (a) buying, (b) warehouse management, (c) scientific price, and (d) selling.

3—Reducing expenses by encouraging retailers to place larger orders and to conform to certain economic policies in ordering.

4—Increasing volume by assisting retailers to do more business.

"A growing number of wholesale grocers, during the last year, have successfully employed new methods in all of these classifications, and it is our desire to aid in making the number grow faster. Possibly some of the information will be old news to you; but most of it will be new, and all of it will be tried and tested."

THE TOMATO FARMER

By William Paul Walker, Research Assistant,
University of Maryland.

(With Apologies to Longfellow.)

Under the spreading white oak tree
The rain-soaked farmer stands,
While the rain keeps a coming down
To drown his tomato lands,
No matter how he cultivates,
Or how much of the soil is sand.

His hair is wet but not with sweat,
His face is sunbaked tan;
His brow is beset with fear and fret,
But he cultivates when'er he can,
And tells his neighbor across the fence,
"Now don't it beat the band."

Day in, day out, from dawn to dark,
You can hear him talk to his mule,
And once in a while raise his voice
To call the old beast "a fool."
The children help by pulling the weeds
After they're home from school.

All out at dawn, all in at dark,
Picking the whole day through;
Tomatoes of every shape and size,
Ripe ones, green ones, rotten ones, too;
So the canner docks him on his load,
For what else can he do?

But the children at their school
Have learned about the way
Of using a cover crop, such as rye,
To make tomatoes pay;
Especially if the plants are set
Before the 25th of May.

He goes on Sunday to the church,
But he cannot escape the fate
Of a four instead of a ten-ton yield;
But he says, as he drives through his gate,
"Next year, instead of a 2-8-5,
I'll use a 4-8-8."

He calls the horticultural agent,
To know what can be done;
"Too late now for this year's crop,"
Said a voice in a sorrowful tone,
"But not too late for next year,
If you get your cover crop sown."

Planning, believing and trusting,
That the weather will be right;
Each year his hopes are born anew,
Each season his tomatoes blight;
But yet he has the faith and courage
To continue in his fight.

Thanks, thanks, to thee, my farmer friend,
For the lesson thou hast taught;
Though the price is high enough
A profit cannot be wrought,
Unless the methods used will help
To produce a ten-ton crop.

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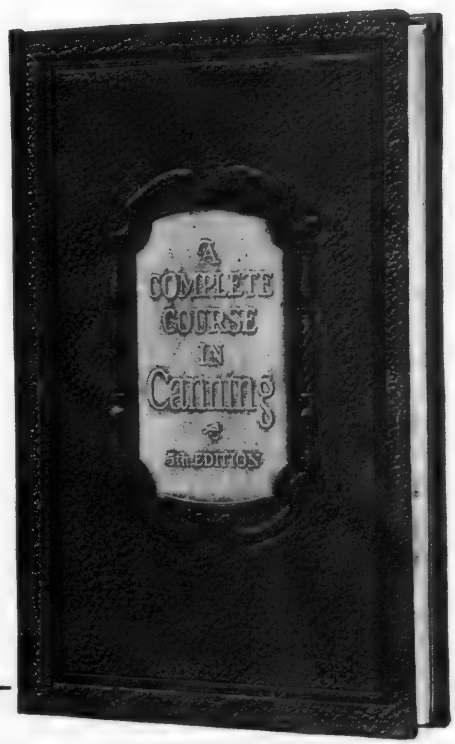

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Mr. 5.15—Bring home nothing. If they can't eat what we eat they can go hungry.—Yellow Jaundice.

"I tell you when those two got together there was some circus."

"Which two?"

"Barnum & Bailey."

When bagpipe music was broadcast recently lots of people took their radio sets to pieces in an endeavor to locate their trouble.

Captain Rowley says he hopes that when the calendar is revamped they will call the new month some name with an "r" in it for the good of the gentlemen of the shellfish fraternity.

"We clean your dirty kids for a quarter."—Advertisement of a dry-cleaning establishment in Elmiro, N. Y.

A man was struggling with an empty van at the entrance to a shed which abutted on the road. A kind-hearted fellow who was passing observed his difficulty and went to his assistance. After half an hour's efforts the first man said, " It's no use, mate, we can't push it in."

"Push it in," replied the newcomer. "Good heavens! I thought we were pulling it out."—Weekly Scotsman.

Two truckmen were snarled up in the traffic of a busy street. One of them, losing his temper, cried out:

"Why don't you look where you're going, you pie-eyed, blankety blank dumbbell?" The other replied, sweetly: "You're nice looking, too."

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BELTS, Carrier, Rubber, Wire, etc.
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BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.

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Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

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Edw. Ermold Co., New York City.

Bottle Screw Caps. See Caps.

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Berlin-Chapman Co., Berlin, Wis.

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Can Fillers. See Filling Machines.

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Picking Belts and Tables. See Pea Can. Mchy.

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Sprague-Sells Corp., Chicago.
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Sealing Machines, Bottle. See Bottlers' Mchy.

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Rogers Bros. Seed Co., Chicago.
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Sprague-Sells Corp., Chicago.
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Steam Retorts. See Kettles, Process.

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Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.

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A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Tables, Picking. See Pea Canners' Machinery.

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Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis.
Slaysman & Co., Baltimore.
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F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

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Amer. Telephone and Telegraph Co.—Everywhere.
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Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

VACUUM PANS, Equipment.

Variable Speed Countershafts. See Speed Reg.

VINERS AND HULLERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Inc., Chicago.
Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

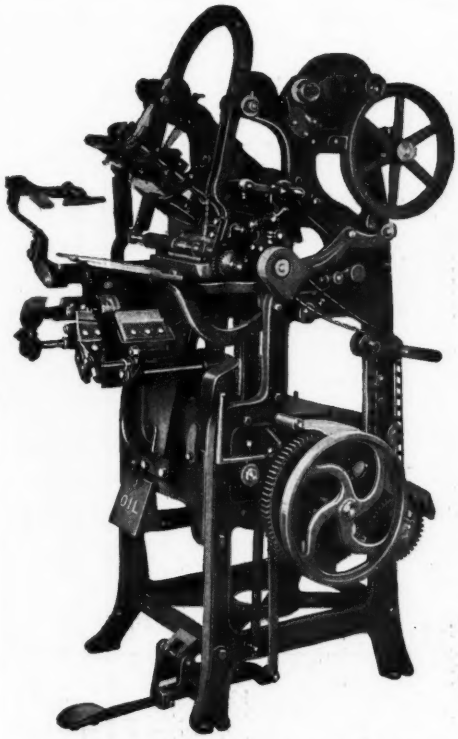
WASHERS, Fruit, Vegetable.

Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.
Wrappers, Paper. See Corrug. Paper Products.
Wrapping Machines, Can. See Labeling Mach.

WYANDOTTE, Sanitary Cleaner.

J. B. Ford Co., Wyandotte, Mich.

KITTREDGE LABELS CHICAGO



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